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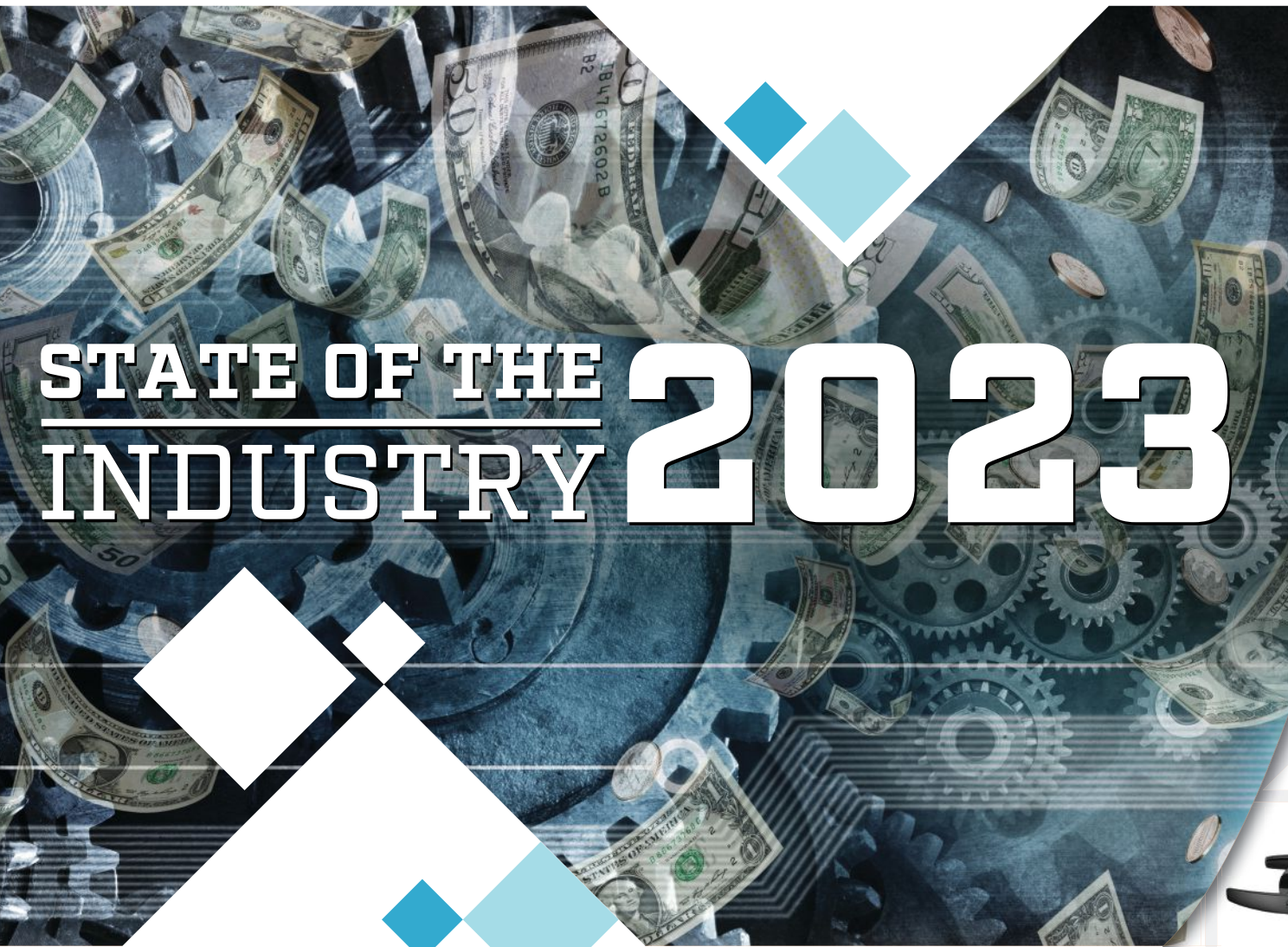

STATE OF THE INDUSTRY 2023

- Back to Basics: Kwikset Rekey
- Managed Power Supplies
- Continuous Hinge Installation in an Hour
- The Cyber & Physical Security Connection

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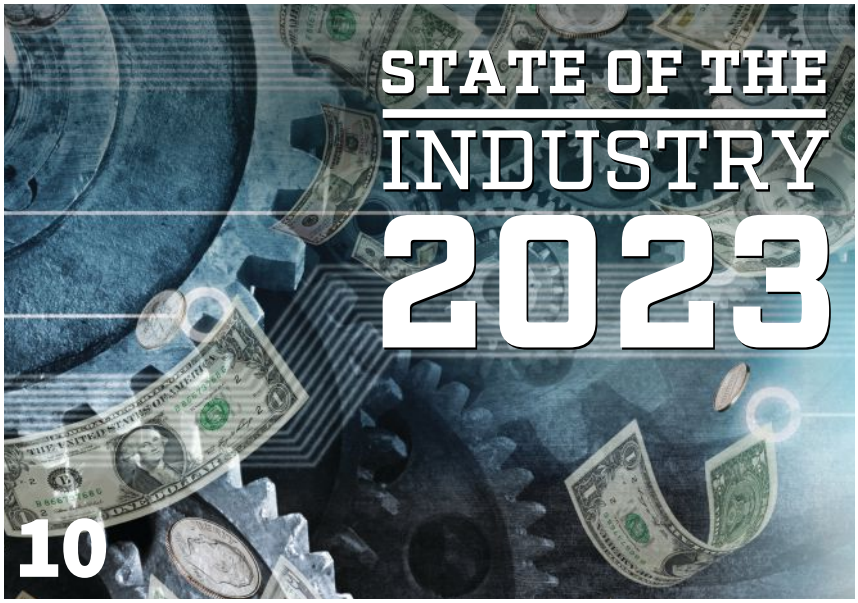
FEATURES



COVER FOCUS: State of the Industry

10 STATE OF THE INDUSTRY ANALYSIS
Overall, locksmiths are reporting a return to normal times and are optimistic about revenues. We take a deeper dive into two key issues: growth of electronic access control and the challenges of hiring, training and retaining good employees.

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A GSX panel looks at how cybersecurity, edge analytics, and AI impact physical security systems.

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Automotive locksmith Steve Young shares his perspective from the 2023 ALOA Security Expo. “Being an automotive locksmith, I really wasn’t all that interested in the commercial hardware being offered, but I did spend a lot of time at the “New Product Showcase.’ It was packed with new items, and new technology.”

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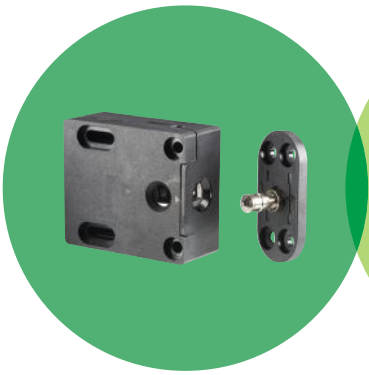

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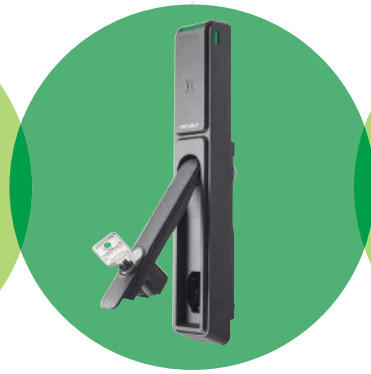
K200 Integrated Wiegand cabinet lock with reader



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Back to Basics:
Locksmith Ledger and contributor Wayne Winton introduce our Back to Basic series of training articles geared towards future locksmiths and locksmiths who are just starting out in the business. The first topic was pinning a pin tumbler lock, and the accompanying video includes step-by-step instructions. Go the article at **www.locksmithledger.com/53068086.** The second installment, How to Shim a Lock Cylinder, is online at **www.locksmithledger.com/53070888.** In this issue, he demonstrates how to rekey a Kwikset knob cylinder.

Online Buyers Guide Updated Daily:
Want to know whom to contact in more than 200 specific product categories? You also can use our comprehensive Online Buyers Guide to connect with manufacturers and distributors that serve every niche of the security market. Search for individual products by company or product type. **Visit www.locksmithledger.com/directory.** Manufacturers and distributors that serve the industry can update their information here: **https://cygnuscorporate.wufoo.com/forms/zlc3m3r17mbsp4**

Installation Focus:
Check out our two-part series on large-scale Schlage AD-400 installation online at **www.locksmithledger.com/53056156** and **www.locksmithledger.com/53058914.** In August, we installed a Lockly Guard standalone electronic access control on a narrow stile aluminum glass door. Read the article and watch the video at **www.locksmithledger.com/53064317.** And read our article on rekeying an ABUS 83-50 Series padlock at **www.locksmithledger.com/53066276.**

Calendar of Events:
Looking for a security industry event to attend? Our Calendar of Events lists upcoming in-person and online educational opportunities. View them at **www.locksmithledger.com/events.**

Top Products:
We list our top products and articles from 2022 based on Google Analytics data. Find links to our top products at **www.locksmithledger.com/21285920.** Stay tuned for the top products of 2023 in our December issue.

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by Paul Ragusa, Senior Editor

New legislation impacting industry

Several recent pieces of legislation will impact the security industry, including most prominently, New York's recent lifting of a biometric ban in schools, and California adopting a "right to repair" provision for legislation broadly applicable to manufacturers of electronic devices.

The latest New York legislation ends a nearly three-year ban on the use of biometric technologies in both public and private K-12 schools. "The Security Industry Association (SIA), along with industry partners and education officials in New York, raised concerns with legislators and then-Gov. Andrew Cuomo over the unintended consequences of a blanket ban prohibiting applications that clearly benefit schools and students, versus addressing specific use cases of concern," explains SIA's Senior Director of Government Relations Jake Parker, who noted that one direct result is a final measure to include an exclusion for use of fingerprint technology in conducting background checks on prospective K-12 employees.

The lift on the blanket ban now leaves it up to schools and districts to determine appropriate uses of biometric technologies. "It is expected this will end disruptions to school operations aided by biometric technologies, as more than 40 New York school districts had reported utilization prior to the ban according to the department's survey," says Parker. "This includes widely accepted applications for identity verification for student account access, transportation check-in, food service accounts, medication administration and other purposes, as well as safeguarding access to secure areas, logging staff time and attendance, among others."

The exception in lifting the ban is facial recognition technology, which continues to be prohibited, as it has since 2020, although school districts continue to show interest in using the technology for security, and the PASS Guidelines for K-12 Safety and Security, for example, describe legitimate use cases for the technology in access control and visitor screening.

Moving over to the other piece of legislation of interest to security, California recently became the third and largest U.S. state to adopt "right to repair" legislation broadly applicable to manufacturers of electronic devices. Notably, all states enacting "right to repair" legislation so far – New York, Minnesota and, with the governor's potential signature, California – have included provisions that exclude security products, which is critically important to understand for those working within security in other states that may be thinking of adopting similar policies without this key provision. For more on this and other key legislation affecting the indsutry, visit: securityindustry.org/advocacy/

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Locksmiths Bullish on Electronic Access

This year's Locksmith Ledger State of the Industry report, which makes up nine pages starting on page 12, is a comprehensive look into the mind of today's locksmith, with a particular focus on what is most important to their business. We are excited to report that responses to this year's survey were up nearly 20 percent from last year, showing how thriving the locksmith community is, and how it continues to evolve and attract new talent.

Locksmith Ledger asked locksmiths for feedback on several key topics around their business, including market and product areas where they are seeing the most growth. For example, when asked which technologies locksmiths are most excited about (see page 7 of report), not surprisingly, smart locks were No. 1 on their list. The report also looks at where locksmiths buy their products (see page 8 of report), as well as which product categories are showing the most growth. Hint, electronic access and automotive fared well.

While we expected supply-chain issues to ease a bit this year (see page 5 of report for a closer look), we were pleasantly surprised to see that the number of locksmiths affected by backlogs declined steeply, going from 64.9% of locksmiths saying "product delays" was their top concern last year, to just 32.3% this year. That is an incredible drop of about 50 percent overall from last year!

Because electronic access control is becoming such an integral part of a locksmith's business, we asked several questions (see page 9 of report) to try and delve deeper into what influence the electronic movement is having on their business. Interestingly, when asked how much their business expects to implement with respect to electronic access control in the next year, almost half, 47.4%, said they will be implementing "more than before," which quantifies what we are hearing in our conversations with locksmiths. Another 30.6% expect to implement "the same as before," with only 20 percent saying they don't expect to implement solutions for electronic access control.

A whopping 81% said electronic access control will have some effect by being a major driver in their product portfolio, or as a complement to their existing portfolio.

As Joshua Sands, owner of Key City Locksmith and Security, based in Kansas, points out, COVID greatly changed the workplace, hastening the adoption of electronic locks and connected technologies. "There was a hard push to electronics, but it wasn't necessarily affordable on the residential side, and the commercial side, while they could afford it, they didn't spend money unnecessarily, especially if they perceived it as a convenience factor," he explains. "Now, because of COVID, corporate has changed drastically – no more keys – too many people are not coming into the office, or don't come into work steadily, or there's high turnover … so many factors."

Another area where we take a deeper dive into is hiring (see page 6 of report), and not surprisingly, locksmiths chose "finding qualified candidates" as their top challenge at 57.6%. This further validates findings on page 5 of the report that show "finding and retaining employees" as a "top five" business challenge facing locksmiths today. With the continued expansion into electronic access and other new and connected technologies, the locksmithing industry is attracting a new group of tech-savvy security professionals. Combined with this year's positive financial forecast (see page 6 of report), the future for locksmiths looks bright.

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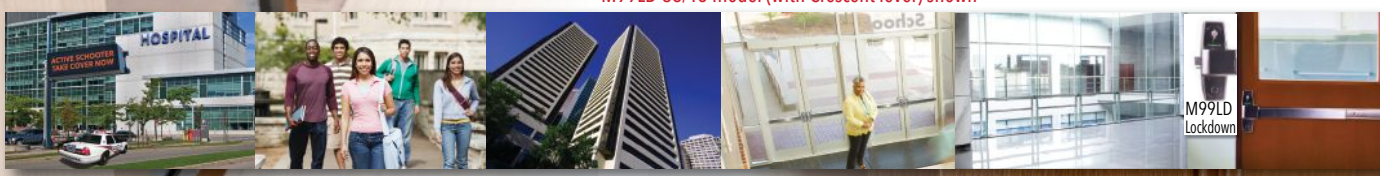
M99LD-86/15 model (with Crescent lever) shown



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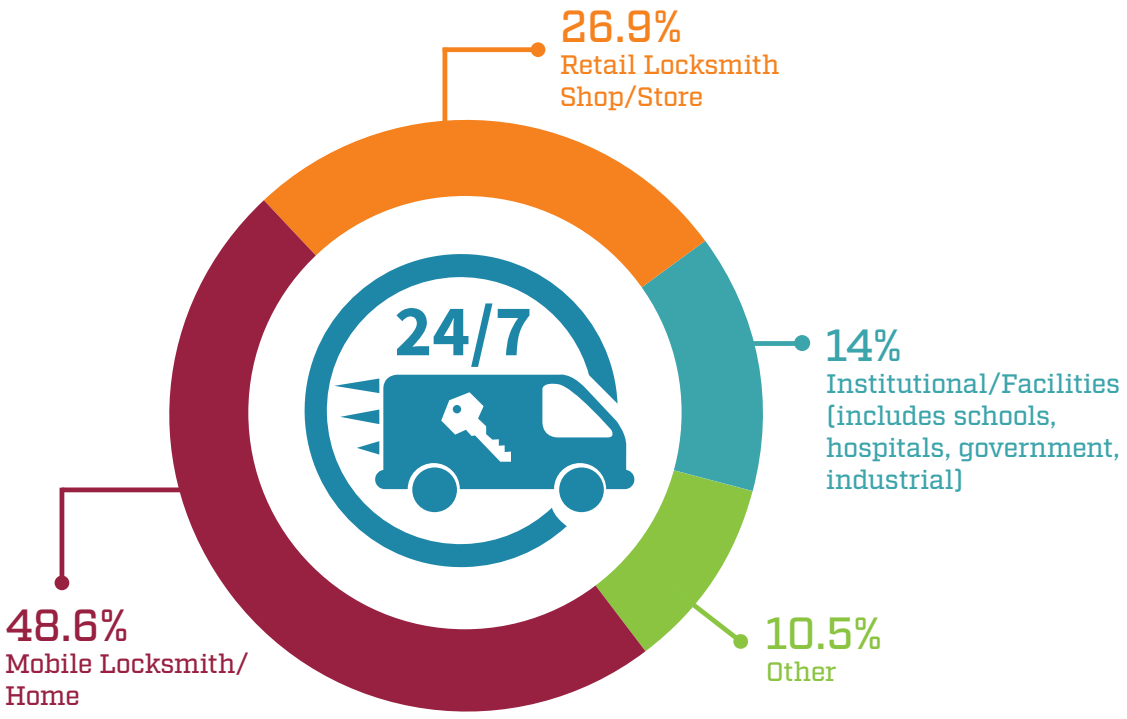
STATE OF THE INDUSTRY 2023

The Locksmith's Perspective

The purpose of this comprehensive Locksmith Ledger report is to paint a picture of the forces that affect North American locksmiths and security pros and attempt to quantify those effects on their business. Responses to this year's survey, which was delivered to qualified professionals who subscribe to Locksmith Ledger International, were up nearly 20 percent from last year, with a total of 257 qualified respondents who participated in this survey.

Respondent Business Profile



Locksmiths Still Going Mobile

Similar to the last few years' survey numbers, the largest percentage of locksmiths who responded to our survey are those who self-identify as mobile locksmiths (48.6%), down slightly from 50.7% last year, followed by 26.9% who self-identify as owning a retail shop, which is down from 31% last year. Looking closer at the 10.51% who chose "other," many commented that they do both mobile and storefront, or work within a hardware store, for example, which could help explain the 5% decrease from last year for those who say they own their own retail shop only.

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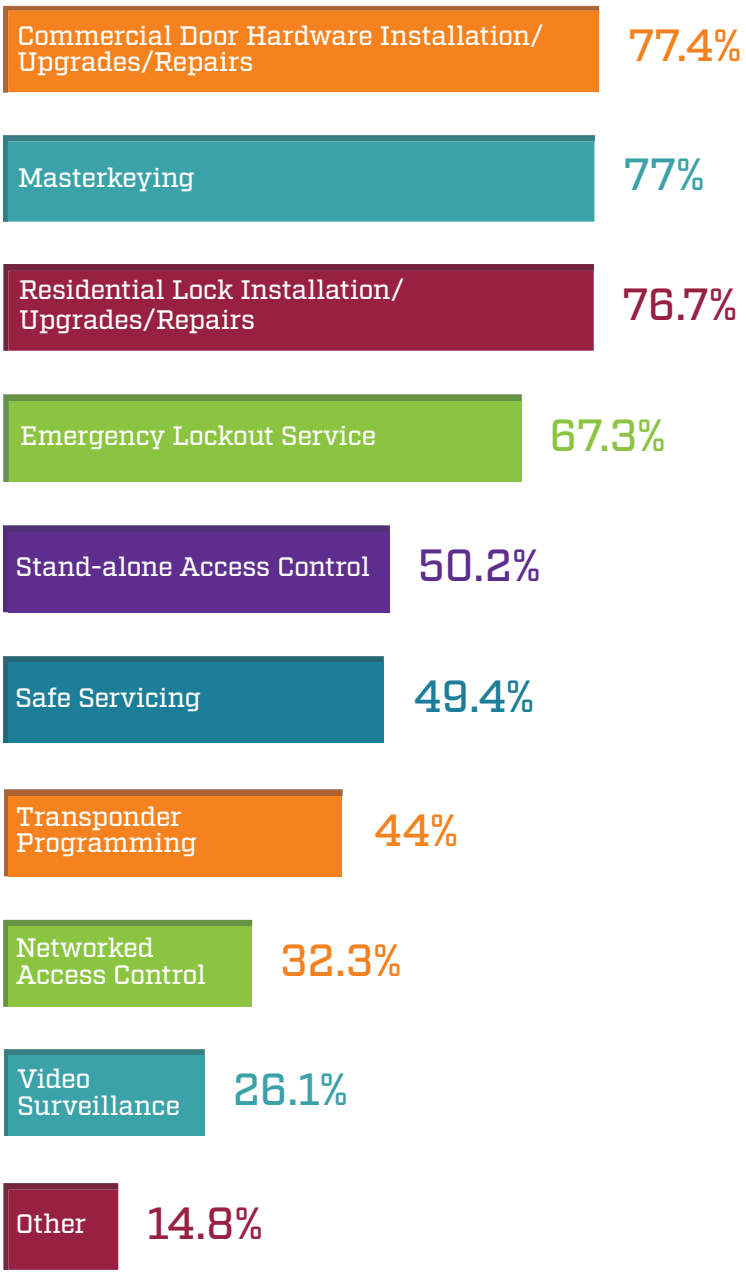
Professional Services

Respondents were asked to name the services their business provides. They were asked to select all that apply, so the sum won't add up to 100%.



Diversification and Expansion

Locksmiths continue to perform a multitude of tasks and diversify their business to include services that go beyond mechanical locksmithing to include networked access control, video surveillance and automotive, for example, which are areas that continue to show growth.

In addition to the traditional services that locksmiths provide, such as masterkeying (77%), emergency lockout service (67.3%), and doing lock installation, upgrades and repairs for commercial (77.4%) and residential (76.7%), the newer, more high-tech sectors of networked access control (32.3%) and video surveillance (26.1%) are both up slightly from last year. These are areas where continued growth is expected.

"If the locksmith doesn't come out of just doing mechanical work and go into electronic access within the next 10 years, their business is going to be really affected in a negative way because keys are important, but a lot of people are turning away from keys," says John Nolan, owner of Reliant Security, based in Grand Junction, Colo., who notes we are critical point in the electronic access movement. "The mechanical locksmith is always going to be there, but ultimately when we talk about electronic access, it's anywhere from someone putting a real simple electronic deadbolt on their house to putting electronics on access to every single door inside of a building."

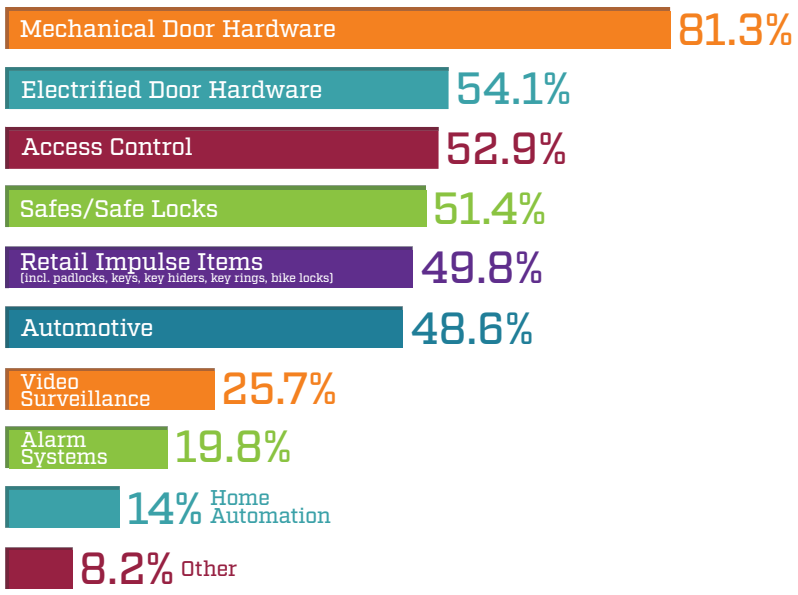
In terms of the growth of video surveillance paired with access control, Joshua Sands, owner of Key City Locksmith and Security, based in Kansas, has seen the evolution of cameras and alarms as just notifiers to becoming much more intelligent and able to automate a response. "Now, with the integration of AI, our systems determine what type of crime is being committed … and automate a response."

STATE OF THE INDUSTRY 2023

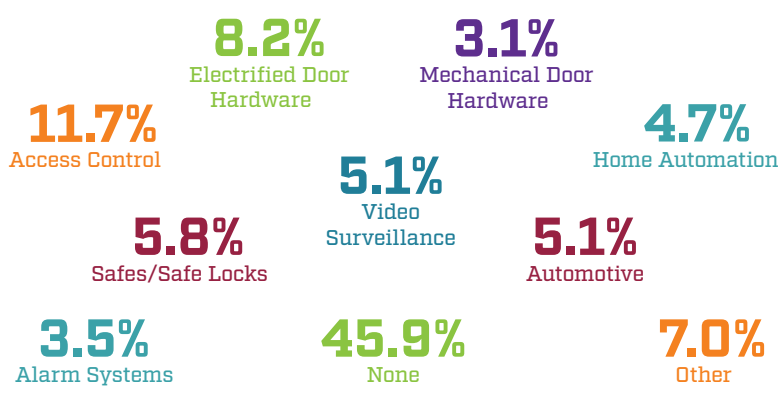
Business Product Segments & Selection

On this first question, respondents were asked to pick which product categories their business services or sells, so the sum won't add up to 100%.

What product segments does your company sell?



What product category do you most want to add to your business?



Mechanical Door Hardware Still on Top, Electrified No. 2

In keeping with what we have seen already in the report, electrified door hardware (54.1%), access control (52.9%), alarm systems (19.8%) and video surveillance systems (25.7%) are continuing to make their way into the locksmiths' business strategies and product offerings, as the numbers remain strong and consistent. But, as we continue to see in our survey, mechanical door hardware remains the dominant product category among respondents, with 81% saying they stock mechanical hardware, which is down slightly from 90 percent last year.

While there is a continued push toward electronic access that is integrated with other technologies, businesses facing increased crime and theft has spurred efforts to fortify all doors of a building. For example, Sands is seeing a big demand for stronger security measures at medical cannabis dispensaries, due not only to stronger regulations but also to prevent theft.

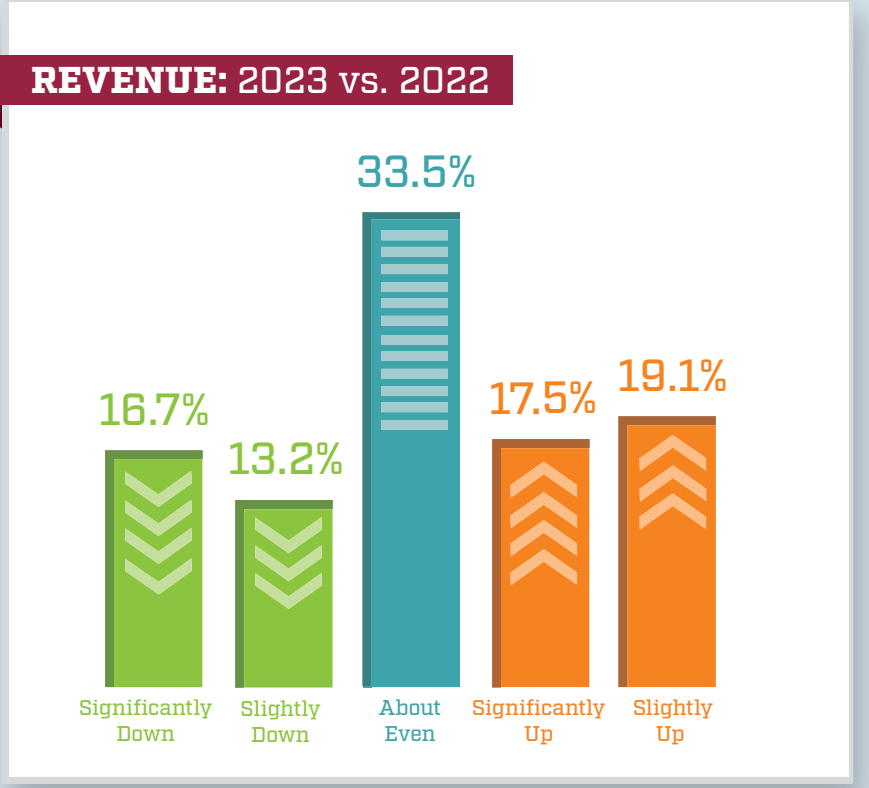
"That's actually written into a lot of laws and many jurisdictions I've researched in the areas we work require on many of your exterior doors that are not to the front of the building – rear entrances or exits – that the Trident locking device be put in place, not just a lever or a mortise mechanism," notes Sands. "We've installed a lot in cannabis places, cell phone stores, retail, and other locations, for example, that require a higher level of security."

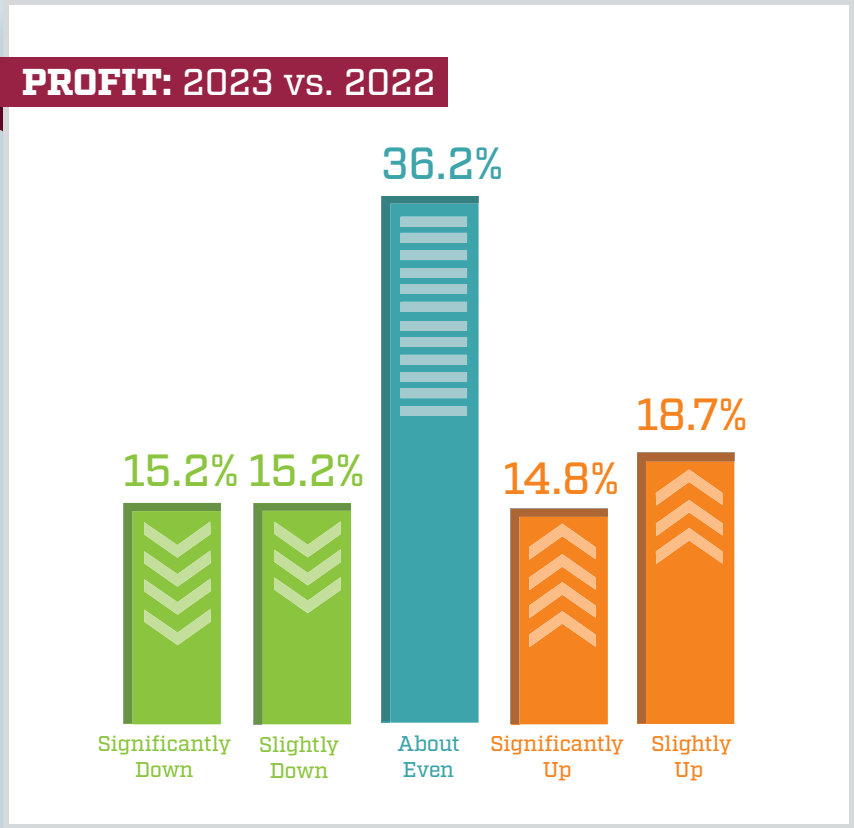
Sands is also seeing increased demand for high security safes, which is reflected in the continued trend of locksmiths offering product options for Safes/Safe Locks (51.4%).

Not surprisingly, Access Control (11.7%) and Electrified Door Hardware (8.2%) were the top two product categories (see bottom left) that locksmiths would like to add to their business.

Revenue & Profit Trends

Respondents were asked how 2023 revenue was trending compared with 2022 numbers as well as how profit was trending during the same period.





Financial Outlook Remains Strong with Some Challenges

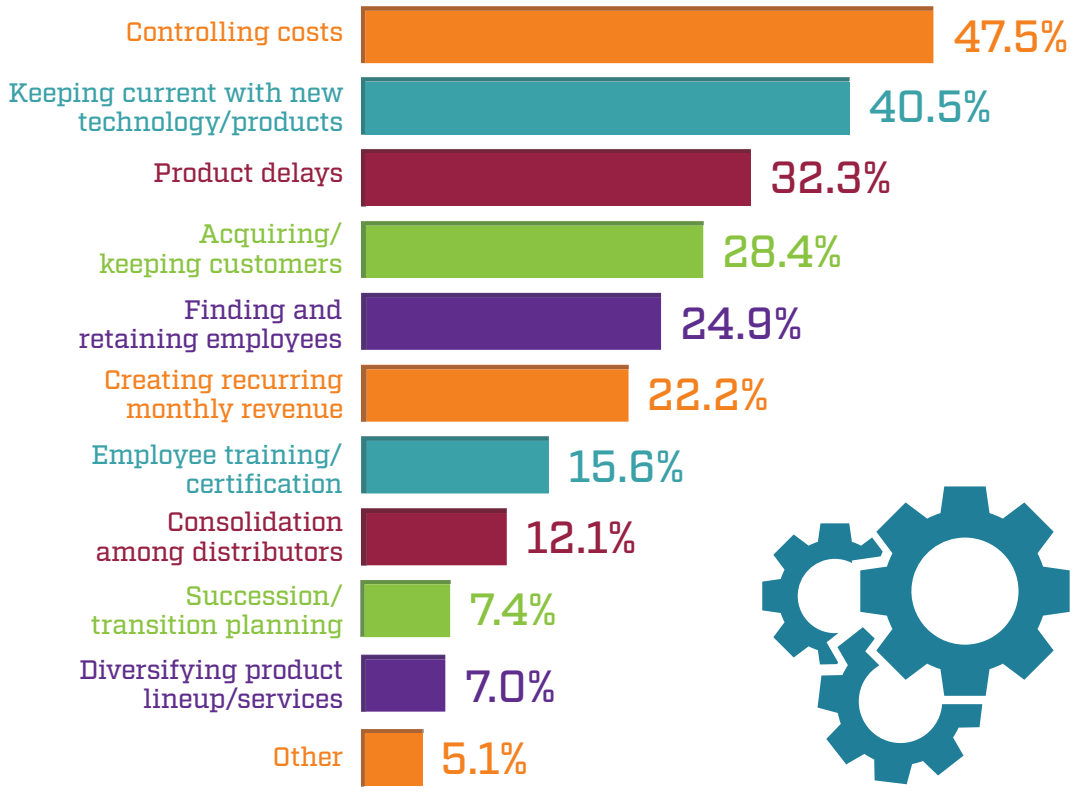
While there are still some economic headwinds and concerns moving forward into 2024, the overall financial outlook for locksmiths remains strong, with 33.5% saying revenue (up from 31.6% last year) and 36.2% saying profits (up from 36.1 last year) "stayed the same" compared with 2022. In addition, those who said both revenues and profits were "significantly up (more than 10%)" continued an upward trend, with 17.5% saying revenue (up from 15.1% in 2022) and 14.8% saying profits (way up from 8.9% in 2022) were "up significantly." That is all good news!

Balancing things out a bit, though, fewer this year said revenue and profits were "up slightly," including 19.1% this year compared with 29.3% last year for revenue and 18.7% this year compared with 29.8%. We can all agree that locksmiths would prefer to have their business up significantly compared with slightly, so this is also a good trend and one we hope continues.

On the other end of the spectrum, a higher percentage said revenues and profits were down significantly or slightly, with a combined 29.9% this year compared with 24.0% last year for revenues and 30.4% this year compared with 24.9% last year for profits, an additional 5% percent for each, respectively.

Business Challenges for Locksmiths

Respondents were asked about the biggest challenges to their business in 2023. They were asked to select their top three challenges, so the sum won't add up to 100%.



Product Delays Ease, Costs a Concern

Last year, much of the discussion was on lingering supply chain issues with 64.9% of locksmiths saying "product delays" was their top concern. Thankfully, that number has come way down this year with only 32.3% of respondents saying product delays were a challenge (see more on Supply Chain woes easing on the next page). "Controlling costs" rose as the top challenge for locksmiths this year with 47.5% choosing that as a top concern, although that is down from 57.3% last year, which is a good trend that we hope continues. Rising costs for not only products and shipping but also for doing business overall, are still a concern.

Some comments/concerns from locksmiths included:

- "Being surrounded by other companies that haven't raised their rates in 15 years."
- "Possibly affordable office rental and health insurance rates."
- "Manufacturers opening too many shops direct."
- "Salary and costs of business/living."
- "Distributor in-stock items."
- "Being able to keep up with our customer service and efficiency."
- "Internet presence/advertising."
- "Misleading corporate call companies."

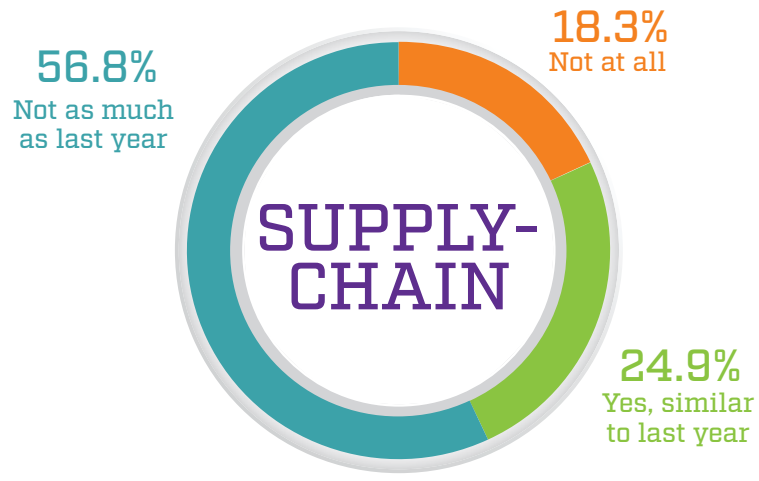
Interestingly, "keeping current with new technology/products" was locksmiths' No. 2 top challenge with 40.5% picking that as one of their top concerns, up from 38.7% last year, which reflects how locksmiths continue to broaden their services into electronic locks, video surveillance, networked access control, etc.

Another area of concern for locksmiths revolves around the hiring and training of employees (more stats and analysis on the next page), with 24.9% noting that "finding and retaining employees" is a challenge, with another 15.6% saying "employee training/certification" are concerns, which are in line with past years' findings.

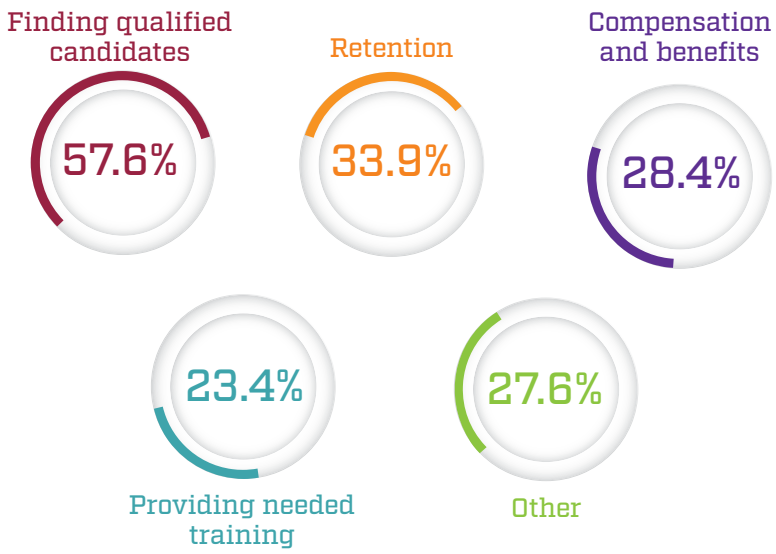
Supply-Chain Effects

Respondents were asked if supply-chain backlogs are still affecting their business in 2023.

How much have supply-chain backlogs affected your business?



What are your top concerns when it comes to hiring?



Supply Chain Improves, Hiring and Retention Still a Concern

While the effects of COVID still linger today and probably will for many years, thankfully for locksmiths their supply chain concerns have lessened greatly in the past year, with 56.8% of respondents saying that supply chain backlogs were not affecting their business as much this year as last, and another 18.3% saying there is "no effect at all" on their business. Approximately a quarter of locksmiths who responded, though, are still dealing with similar backlog issues and delays as last year, which is still a significant number and one we will keep track of moving forward.

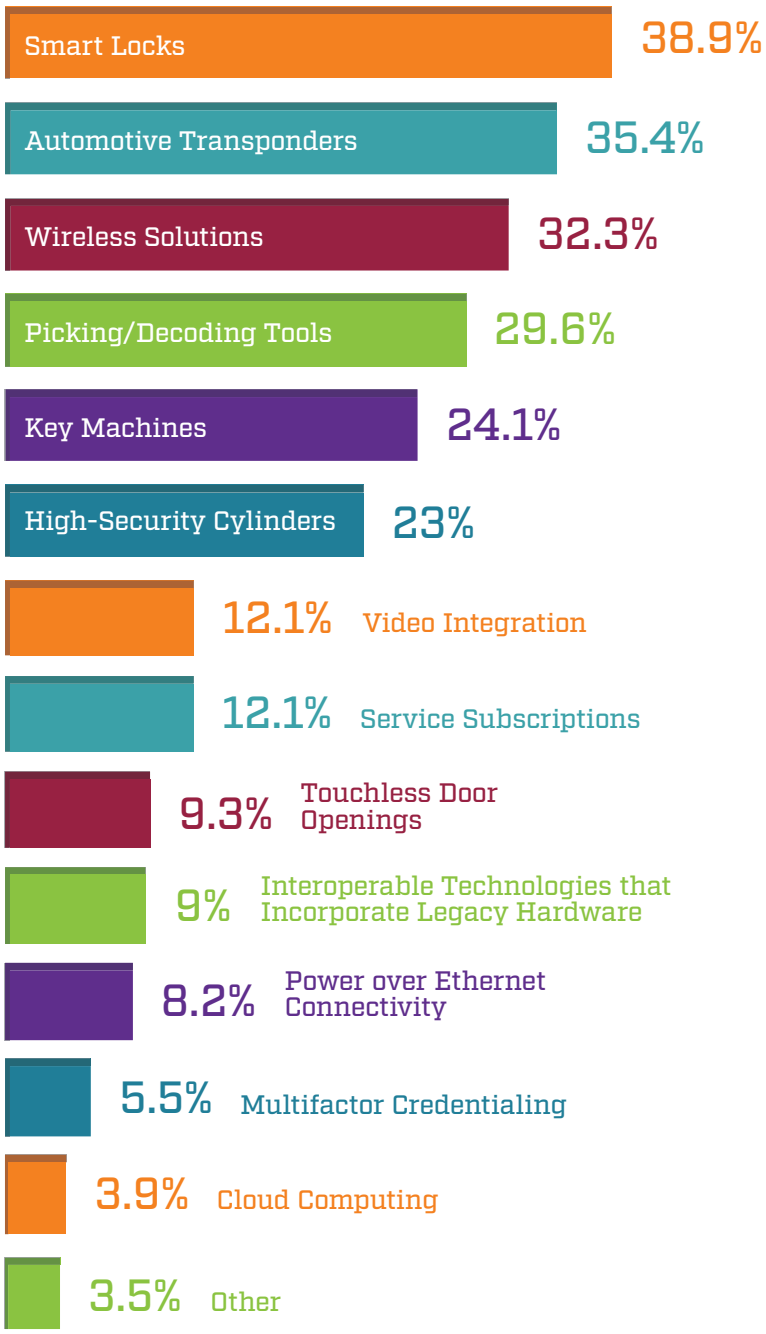
Pivoting to another area that ranked high on the list of challenges for locksmiths is hiring/retention, which has consistently ranked high (see previous page) since we began this report. Diving deeper into the topic this year (see bottom left), locksmiths said that finding qualified candidates (57.6%) was by far their top hiring concern, followed by retention (33.9%), compensation and benefits (28.4%) and providing needed training (23.4%).

As one locksmith commented, "mechanical ability, character and reliability" are the top strengths they are looking for in a candidate, while another was concerned about customer service standards being met, noting, "Training someone with our drive, that can make customers comfortable." Several commented-on challenges such as rising wages, and reliability of workers, with one locksmith lamenting that they just hope new employees "will show up to work."

With locksmithing continuing to transition to an electronic world, embracing new technologies, and offering more electrified locks and connected systems, the hope is that more tech-savvy young professionals with mechanical ability will be drawn to the industry, and make up the next generation of locksmiths.

Importance of Technology Advances

Respondents were asked to select the technology or service advancements that were most important to their business. They were asked to select their top three choices, so the sum won't add up to 100%.



Smart Lock Growth Continues

Smart locks continue to be the No. 1 technology that is most important to a locksmith's business, as it has been since we started this survey. Not surprisingly, "wireless solutions" at 32.3% moved into the top three behind "automotive transponders" at 35.4%, reflecting a continuing theme in this report of how locksmiths are expanding more into smart locks and wireless solutions.

Looking at the latest Parks Associates' research, more than 12 million U.S. households own a smart door lock, nearly double the adoption rate five years prior, with smart lock purchase intention returning to pre-pandemic levels. "Both current smart device owners and non-owners display intentions to purchase a smart door lock, but households owning smart home devices already have intentions nearly 3X those of households without any smart home devices," says Parks Associates President and CMO Elizabeth Parks.

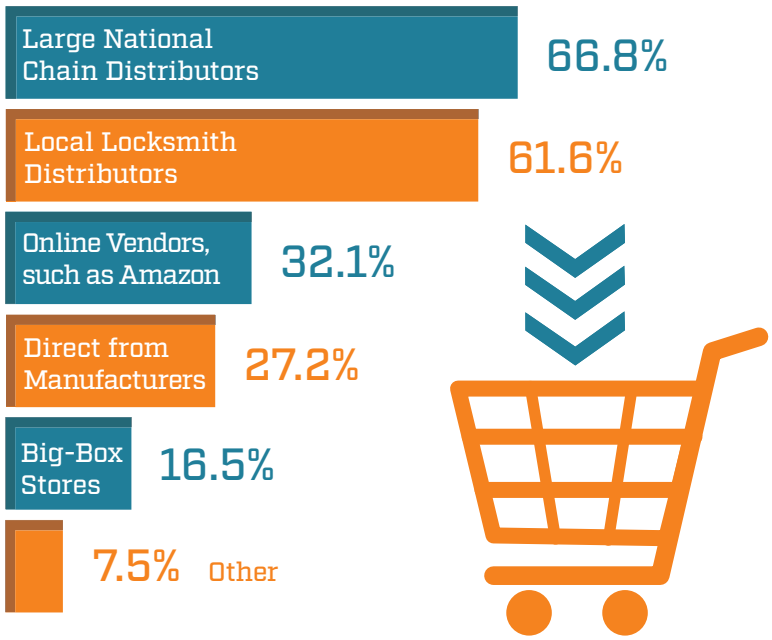
Multifamily is an area of strong growth, with about three out of four MDU property managers finding the ability of smart door locks to minimize key replacement costs "very appealing," according to Parks, noting that "an increasing number of exterior locks in single-family homes are being replaced with smart door locks. Across single-family, multi-family, retail, and commercial spaces, builders, and owners are adopting connected entry solutions to create more secure and functional spaces."

Some key Parks' data points:

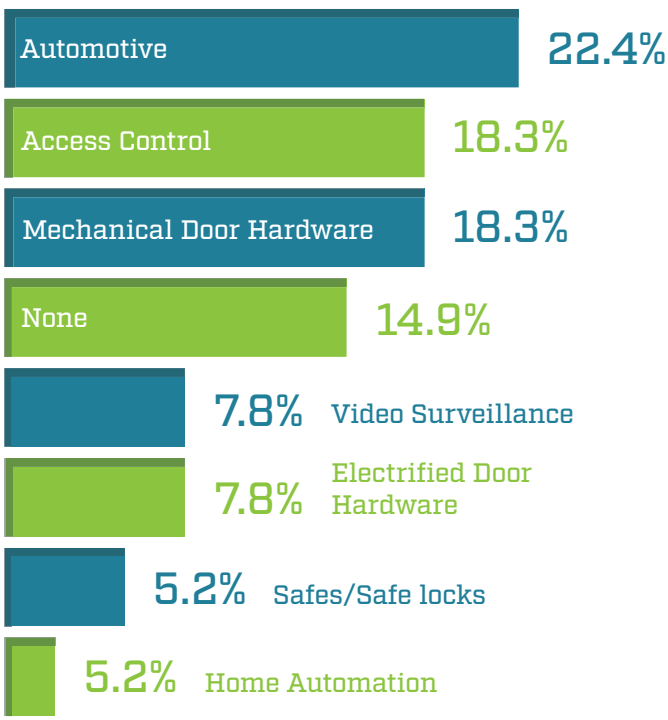
- 73% of MDU properties with smart door locks use the devices to grant access to units remotely for unaccompanied viewings, package delivery, or third-party services.
- 65% use the locks to track who enters and leaves the property using temporary, unique access codes.
- About three out of four MDU property managers find the ability of smart door locks to minimize key replacement costs "very appealing."
- One-third of MDU property managers report that their residents are demanding the ability to enable remote access to apartment units.

Product Purchase Sources

Respondents were asked about where they buy their products. They were asked to select all that apply, so the sum won't add up to 100%.



What product segment has shown the most growth in the last 12 months?



Locksmiths Shopping Around, Automotive Growing

The lingering effects of the supply chain issues we have seen in the past few years have led locksmiths to diversify and expand their purchasing channels, which is reflected in this year's survey results. While locksmiths say they continue to buy predominately from large national chain distributors (66.8%) and from local locksmith distributors (61.6%), those numbers are down from last year's 73.3% and 64.4%, respectively, as locksmiths look to other channels for the products they need.

Looking the at the varied sources that locksmiths look to for products, survey respondents commented:

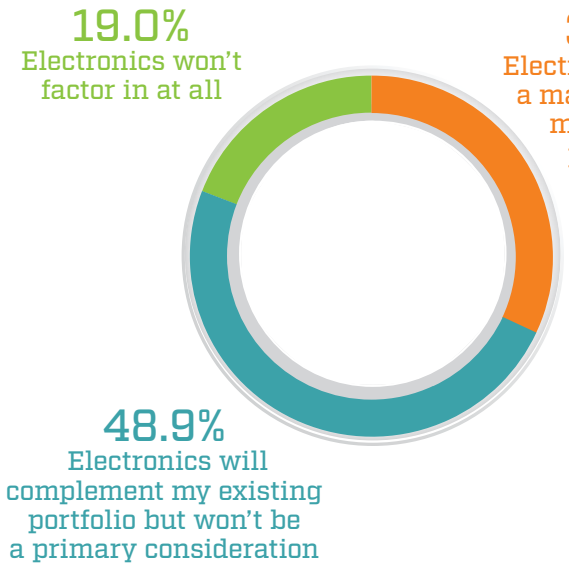
- "I use Big-Box stores when I need an item that I do not stock."
- "From overseas sources since the national chains could seemingly care less about automotive locksmiths."
- "Wherever I can get a better price."
- "Professional Outlets"

Taking a closer look at which product segment has shown the most growth for locksmiths, automotive (22.4%), which locksmiths continue to say is an area of growth, topped all categories, with access control (18.3%) and mechanical door hardware (18.3%) tied for No. 2.

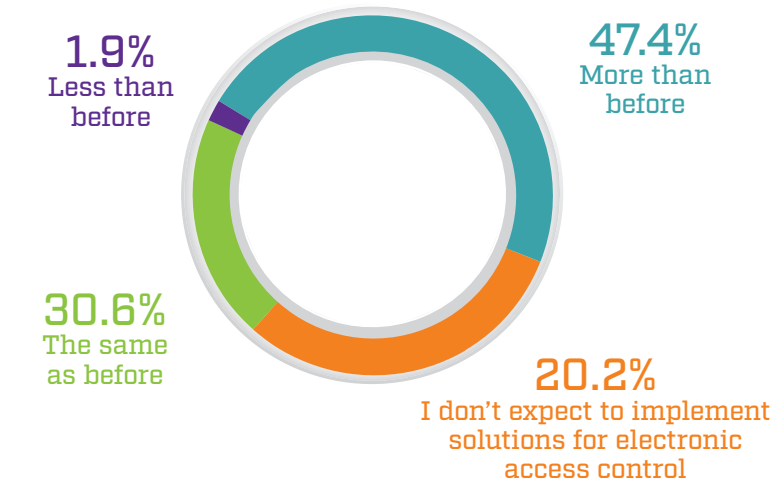
Some other areas of growth that locksmiths identified in the survey include:

- Residential digital keypads
- Metal doors and frames
- Safe and vault sales, service, and installation
- Smart locks
- Anything commercial hardware-related, which includes electrified and mechanical

What effect will electronics have on your locking solutions in the next 3 years?


19.0%
Electronics won't factor in at all
32.1%
Electronics will be a major driver of my product portfolio
48.9%
Electronics will complement my existing portfolio but won't be a primary consideration

How much does your business expect to implement with respect to electronic access control in the next year?



Electronic Access Control More Important than Ever for Locksmiths

The electronic access control movement within the locksmith community is beginning to gain some momentum, so we asked locksmiths to answer a few important questions regarding their adoption of this technology and its importance to their overall business. When asked what effect electronics will have on their locking solutions in the next three years, a whopping 81% said it will have some effect, with 32.1% saying, "electronics will be a major driver of my product portfolio," and 48.9% saying, "electronics will complement my existing portfolio but won't be a primary consideration." Only 19.0% said electronics won't factor in at all.

Diving deeper down into the role of electronics, when asked how much their business expects to implement with respect to electronic access control in the next year, almost half, 47.4%, said more than before, which validates what we are hearing in our conversations with locksmiths. Another 30.6% expect to implement "the same as before," with only 20 percent saying they don't expect to implement solutions for electronic access control.

"It's not if, it's when will you make a move to more electronic stuff … Or are you just going to slowly see your business get smaller every year?" says Glenn Younger, owner, Grah Safe and Lock, based in San Diego, Calif. "Younger says his business has gone from no electronic work when he first started out to it now making up approximately 40 percent when you consider overall revenue, with mechanical still representing 60 percent. "When I consider the number of doors, we still do more mechanical doors than we do electronic, but the electronic doors are at a much higher cost."

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by Wayne Winton

Installation in an Hour: Ives Geared Continuous Hinge

Installing this unique hinge product put an end to sagging door problems at a paint store.

» **Photo 1. Sagging door needs geared continuous hinge**

» **Photo 2. Removing screws from middle pivot hinge**

Today we are going to be installing an Ives geared continuous hinge for a commercial customer. This hinge job is a little different than some of the hinges that we've done. It still includes that lifetime warranty but it requires a slightly different installation process. **Photo 1** shows the opening before we started work.

First, we take the screws out of the middle pivot hinge **(Photo 2)**. We still have two remaining hinges to support the door – one on the top and one on the bottom. This lets us remove the middle hinges so they are completely out of the equation, and we can focus on the top and the bottom.

Next, it's time to unbox the replacement hinge. Make sure you have the correct hinge. If you need a surface-mount hinge, make sure you have a surface-mount hinge. Sometimes the manufacturer or the supplier can send the wrong part out, so verify that first.

According to Ives, these geared continuous hinges are designed to last the life of a building by distributing the weight of a door along the entire length of its frame. The unique design reduces the high amount of stress normally associated at the top of the door and frame on butt hinge applications. Not only does this reduce hinge failure, but it also keeps a door in constant alignment, eliminating the chance of door sag. These characteristics make continuous hinges suitable for high-use and high-traffic doors.

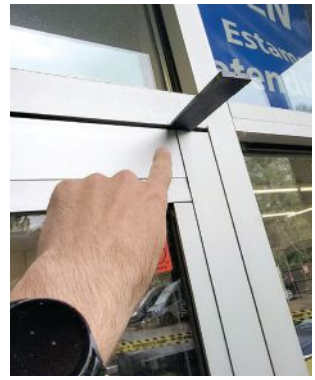
The geared continuous hinge has no pin. Instead, these hinges utilize a single gear section for the leaf and a separate gear section for the frame side of the door. The two are held in place by a full-length cover channel and rotate on a series of bearings. The design of a continuous hinge eliminates the spacing between the hinges, which helps prevent fingers from being pinched, making it a safer device than traditional hinges. These benefits result in higher efficiency and less maintenance, maximizing the value of a door opening investment. For more information on the hinge, visit https://us.allegion.com/en/products/brands/ives/geared-continuous-hinges.html.

We also made sure the door was locked so that no one would accidentally try to use it while the installation was being completed.

Next, we'll unbolt this middle hinge. **(Photo 3)** Some doors only have two and some doors have three. If you have the middle one, simply unbolt it so you do not have to cut it off later.

To watch the video, go to https://www.youtube.com/watch?v=U___NPeTu1k or scan the QR code.

» Photo 3. Middle hinge unbolted and removed



» Photo 4. Construction shims at the top of door

» Photo 5. Shim also needed between frame and back side of door

» Photo 6. Airbags in place

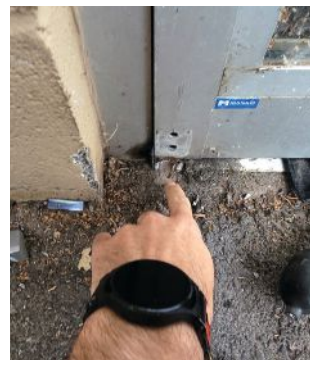
» Photo 7. Cut top hinge with angle grinder

» Photo 8. Using hammer to split old hinge in half

» Photo 9. Top hinge removed

» Photo 10. Bottom hinge removal

» Photo 11. Push two bottom bolts inside



» Photo 12. Small gap at bottom

» Photo 13. Ives hinge allows for movement

» Photo 14. Adjustments possible after installation

We are going to place construction shims at the top of the door **(Photo 4)** so that when we inflate airbags at the bottom of the door, it does not push the door up too high, making the door rub on the top. This is almost guaranteed to happen if you do not put the shims in place.

We also placed a little bit of shim in between the frame and the backside of the door as well. **(Photo 5)** We don't want an absolute tight fit. Now that we have the door completely secured, you can see the airbag at the side and two airbags at the bottom holding the door in place. **(Photo 6)**

Josh is now going to use a cordless Milwaukee Tools angle grinder to cut the top pivot hinge **(Photo 7)**. Make sure you use all your safety equipment when doing this.

Once you have the pivot hinge split in half, you can use a hammer and a prybar or a screwdriver to split the hinge in half **(Photo 8)** and then it literally falls right off the door **(Photo 9)**. Push the two bolts inside the door to be retrieved later. They will fall out the bottom.

In **Photo 10**, we are doing the same thing to the bottom hinge. Again, use the angle grinder to cut it and split it

» Photo 15. Self-tapping screws

» Photo 16. Holes marked with Sharpie

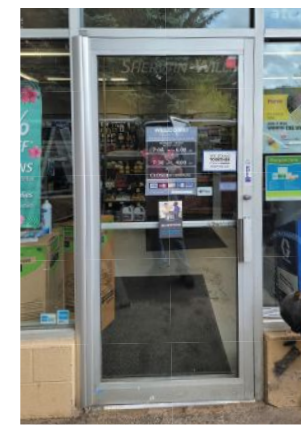
» Photo 17. Old bolts removed earlier

» Photo 18. Throughbolts installed

» Photo 19. Interior side, throughbolts

» Photo 20. Cap ready to install

» Photo 21. Click into place



» Photo 22. Finished installation

right down the middle. Use the hammer and bar to split the hinge directly down the middle and remove it from the door, pushing the two bolts inside. **(Photo 11)**

Once we open the door and there's a small gap at the bottom, we will then be able to pull this out from the inside of the door. **(Photo 12)** We also smack that bottom cast aluminum pivot with a hammer and it will break right off after a couple blows.

In **Photo 13**, you can see the Ives hinge allows movement. It has those oval-shaped holes so that you can adjust the door after it's been hung. You can adjust up and down, depending on which way it needs to go, even after the door has been installed. **(Photo 14)** To my knowledge, this is the only hinge with this feature. If the door or the frame or the building begins to settle or sag or move, there are adjustments that you can make later if necessary.

Also, we are putting self-tapping screws in. **(Photo 15)** These are very heavy-duty and will form a very strong bond. I was impressed with the self-tapping screws and the hardware that was sent out with this particular system.

Notice I have some of the holes circled in Sharpie **(Photo 16)**. There are only eight throughbolts. Make sure that you understand where those eight go and space them out evenly so you do not drill through the door.

Photo 17 shows the door open and all those bolts that we had removed, falling out of the door. All the mounting bolts that mounted the pivot hinges on the door needed to come out of the bottom.

Photo 18 shows the throughbolts going through the door. I like to alternate these on either side so that you can't take the door off from either direction. **Photo 19** shows the inside of the door.

Now we're going to put the cap **(Photo 20)** in place since all the self-tapping screws and through bolts have been fully installed. **Photo 21** shows how easily it clicks into place. It clicks in the geared hinge side first. Then, use a piece of wood and a mallet to tap it into the other side.

Photo 22 shows the finished installation. The Ives continuous hinge is very futuristic and clean-looking. It blends in with the doorway nicely. The door operates flawlessly. This is a nice, secure option that comes with a lifetime warranty.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colo.. For more, check out Wayneslockshop.com and lockreference.com.

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by Michael Bone

» Securitron AQL6, server room application

Smart Power

Networking brings real-time intelligence and control to power supplies

Power often goes unnoticed, until we don't have it. For access control and other connected systems, it's a critical necessity. Now, thanks to managed power, both security professionals and their end-user customers can reap the rewards of the new value proposition of power – an essential component that keeps systems up and running 24/7.

In its early beginnings, power was a static device with little or no intelligence or integration with other systems or software. Today, it's part of an ecosystem of connected technologies – with the ability to be actively managed for assured connectivity, uptime and proactive notification of current or pending conditions.

Now, power can be network-managed, providing real-time information on the status of powered devices. With an Internet connection or software interface, power can be monitored and serviced remotely, saving time and money from having to send a technician onsite to perform costly field checks. Power's total visibility also lets users know proactively how their systems are performing — or what they must do to make sure their systems are always up, always connected.

Modern power solutions can predict battery health, exact battery standby time remaining and preempt possible downtime with analytics, information and historical data on device status. Managed power services cover several physical elements, including the main power supply, power system outputs, locks, access control modules and standby batteries.

Another capability of managed power is managed monitoring. Managed monitoring encompasses event reports, AC loss notification, service due reminders, impending lock failure alerts, low-battery warnings, insufficient battery standby and more. During the pandemic, being able to remotely access, manage and control systems offered service continuity when buildings were closed or inaccessible, which was invaluable.

Remote servicing is another facet of managed power solutions. Remote servicing capabilities yield

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» Securitron AQL Series of Intelligent Power Supplies with the NL4 Netlink Network Monitoring module transforms the off-the-shelf power supply into an intelligent power supply that can be managed remotely.

information on output supervision, remote scheduled battery load testing, remote power cycling and system health logs/trouble alerts. For example, a short circuit or integrated lock that is drawing more or less power than it should is an indication it is beginning to fail. This information on power and connectivity is transmitted to the user or security integrator for further action.

Continuous power system monitoring creates customized action alerts and reports for system maintenance and management. Alerts are transmitted in formats that include email, XML or Simple Network Management Protocol (SNMP).

Power status monitoring lets systems integrators and end users receive live system alerts. Some of these conditions may also include:

- AC and system fault conditions, such as low or missing AC voltage, low or missing batteries, blown fuses or output voltage out of range.
- An aging or drained battery; battery not meeting stand-by specification requirements.
- Fire Alarm Interface (FAI) activation notification that power was dropped to allow egress on fire alarm signal.
- External room temperatures outside preset limit indicating that the HVAC system may be having issues leading to temperature extremes for critical equipment.
- External event activation for monitoring enclosure tamper switches or other dry contacts.

Accessed through an intuitive web browser interface, the latest remote monitoring and control increases power system ROI; maximizes system uptime; and saves maintenance costs. For the end-user, monitored power means the move to a more comprehensive, proactive network. It offers a lower total cost of ownership (TCO) and yields useful data that ultimately keeps system solutions up and running smoothly.

Software integration and interface control

Managed power can also be integrated directly with industry-leading access control management software, streamlining the administration and control of connected solutions. Direct, native integrations to access control and security management software platforms are made possible with network connectivity.

With an integrated system, power management is available natively and originates from the access control system's interface. Security integrators can easily add devices into the software platform so real-time alerts appear directly within the interface. Users gain detailed data on the health and viability of power, connected locks and other devices all in one place for simplified management and control.

In addition, users can receive and centrally manage all alerts and notifications through the software, which relays real-time data and analytics on the health and viability of door controller power, lock power and battery condition.

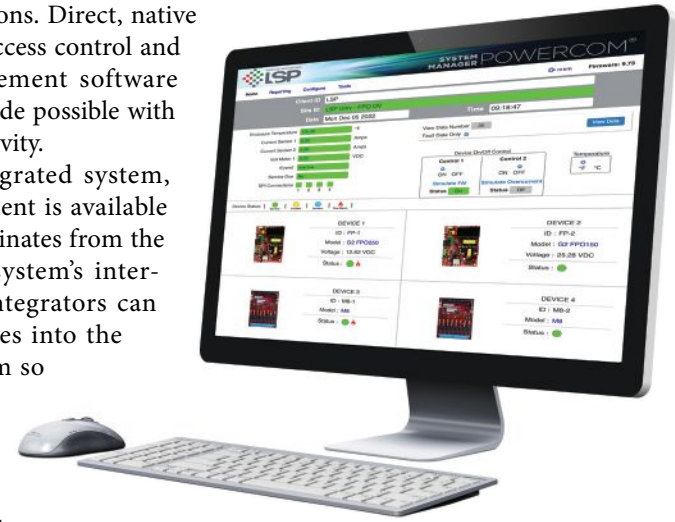
Managed power benefits end users with more reliable and consistent operations, greater uptime and overall better efficiencies for enterprise and campus security, access control and locking solutions.

Being warned before trouble surfaces can mean the difference between a routine maintenance call and a major security breach from an unprotected facility or device. With LifeSafety Power Netlink™ Network Monitoring capability available in the Securitron AQL Series Intelligent Power Supplies, users can proactively receive live system alerts before serious power failures arise, preventing system downtime and maintaining facility security.

Here are other benefits and uses for remote network monitoring:

Monitor and control your power supply from anywhere

Security and facility management teams don't have to be onsite to diagnose



» The LifeSafety Power MSM Enterprise software depicted here showcases the direct integration of power management with access control, enabling companies to effortlessly monitor and control their power devices from a single, user-friendly platform.

potential problems and can proactively handle any issues, saving time and money. Real-time alerts allow issues to be addressed quickly. Monitoring can be accomplished from the safety and comfort of the home office or with a smartphone or a PC, via the web browser interface.

Check the health status and battery to ensure everything is operating safely and efficiently

Staying apprised of system health daily allows teams to make sure the access control/security system does not go down. With managed power and remote monitoring, the end user is informed about the status of the battery, even if they are not onsite to monitor it so they can proactively address battery maintenance and potential replacement before connectivity is lost or disrupted.

One-click or scheduled remote battery testing

Smart systems can perform a load test, which indicates the actual standby time available in that battery. (A standby time test measures how long the system will stay running when you lose power). Previously, a technician would have to travel to the site and run the test, potentially lasting hours. Testing is scheduled automatically and at regular intervals, or the user can remotely log in to perform the test instantly in just one click.

Monitor lock health continuously

Users and security integrators get alerted before a lock fails, so the facility or campus can maintain the security of their access points and keep the building secure without any downtime.

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A Personal Overview of the 2023 ALOA Convention

Automotive locksmith Steve Young shares his perspective from the 2023 ALOA Security Expo

The first ALOA (Associated Locksmiths of America) convention that I attended was in 1988 and held in Las Vegas. It shared the Las Vegas Hilton with the premier of "Elvis: An American Musical," which would run for two years at the Hilton and then go on to tour the county. Even though I was 37 at the time, I had never been to Las Vegas, and I had spent most of my adult life in Florida. I had lived mostly in Pensacola with a few years in Gainesville, to get my BS degree from the University of Florida. (Not that it matters, but I got my degree in Zoology in 1979.) I was certainly not a "seasoned traveler," and for me, being in Las Vegas was almost overwhelming. Add that to the fact that everywhere you went in the hotel there were people dressed as Elvis, and it was almost too much for a Florida boy like me! At one point, I found myself in an elevator with my wife and four people dressed as Elvis. (I have often wondered if the movie "Honeymoon in Vegas," which came out in 1992, might not have been inspired by that crazy week at the Las Vegas Hilton.)

With that in mind, you can imagine what my first impression of an ALOA convention was like. After that first convention in 1988, I attended every convention, as an exhibitor, up until 2017. Some were more memorable than others, but for me, nothing ever topped that first convention in 1988. Not even the 2001 convention in Baltimore when a 60-car train, loaded with paper and chemicals, derailed and caught fire in a tunnel that was almost directly under my hotel, can compete with my memories of that 1988 ALOA convention! (If you want to learn more about the fire, Google "Howard Street Tunnel Fire.")

And that brings me up to the ALOA convention in 2023, held at the Orlando Hilton in August. Since it is only a six- to seven-hour drive from Pensacola

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to Orlando, and I'm now 71 years old, I decided to attend the 2023 convention as an attendee just for the heck of it. I didn't attend any classes, and I didn't have anything to sell, but I did have a great time catching up with old friends and basically checking up on what I've been missing out on since 2017. I had hoped to make it in time for the kick-off party, but I got a very late start, and didn't arrive at the hotel until about 1 a.m. I slept in that morning and hit the convention floor in the early afternoon.

» Locksmith Ledger's booth set up and ready for the show.

» Activity on the show floor

From what I had heard, the economic downturn and COVID-19 had really reduced turnout as well as participation from exhibitors. But I was pleasantly surprised to see that the show was roughly the same as it was in 2017 as far as size and attendance went. As I strolled around, I saw a lot of familiar faces, and a lot of people who I didn't know or didn't remember, recognized me. The show was smaller than it was back in 1988, but that is the way that things have been going for all the associations for quite some time. But I was pleased to see that the show was bigger and better than I had remembered. All in all, I think things are improving despite the economy.

As I walked the show floor, I took advantage of some of the special pricing, and ordered some tools and equipment that I had been putting off buying. Among other things, I renewed my subscriptions for my Autel im608 and my AutoProPad at a significant discount. I also took time to talk with reps of some of the manufacturers like Autel, Advanced Diagnostics USA, Kaba Ilco, Keyline and others. Being an automotive locksmith, I really wasn't all that interested in the commercial hardware being offered, but I did spend a lot of time at the "New Product Showcase," which was packed with new items, and new technology.

One of my main objectives was to snag as much free literature as I could — things like the STRATTEC catalogs and flyers, the Ilco Car and Truck Cross References, and anything else that I could find on new automotive products. I came home with a bag packed with new literature.

And of course, I had to stop in and see old friends at the Lockmasters, Inc. booth. I was pleased to see that the PUREAuto seminars were still going strong despite the untimely passing of Mark Miller. I also renewed old acquaintances at Southern Lock and Supply Co., and others. Speaking of Southern Lock and Supply, there were quite a few familiar faces there that I had known at Locksmith Resources and Midwest Keyless. They are working hard to make Southern Lock a competitive force in the automotive locksmith market. I look forward to seeing how they handle this new challenge.

After two days of walking the show floor, I departed to take the first real vacation that I have had in years. But as I looked around the exhibit hall one more time, I tried to see the show from the perspective that I had back in 1988. Overall, I was pleased to see that despite the technological changes and economic difficulties of the past couple of decades, the ALOA tradition is still going strong, and I felt a great deal of pride and optimism for the next generation of locksmiths just beginning their professional journey.

Steve Young has been a locksmith since 1973 and has trained and taught locksmiths since 1988. He is a frequent contributor to Locksmith Ledger.

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by Wayne Winton

Back to Basics: Rekeying a Kwikset Knob Lock

With one specialized tool, you can quickly disassemble and rekey this basic knob lock.

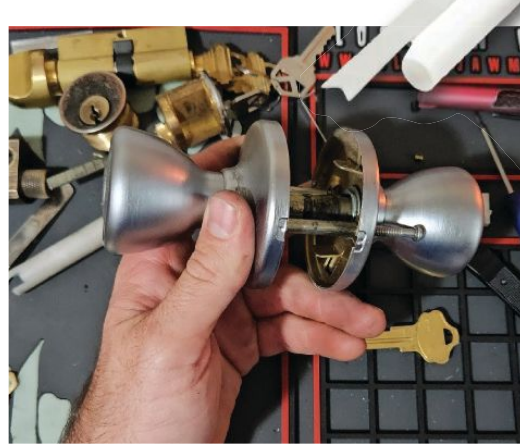
Today we will be rekeying a Kwikset knob lock **(Photo 1)** with the tools shown in **Photo 2**. These used to be very common in some parts of the country. If your customer isn't ready to upgrade to a newer lock, this article and video will show how to rekey these locks.

You will need a specialty tool called the Kwikset lever cylinder release or rekey tool. It's a long, pickle-fork looking device. I will also show you how to do it the hard way without the tool.

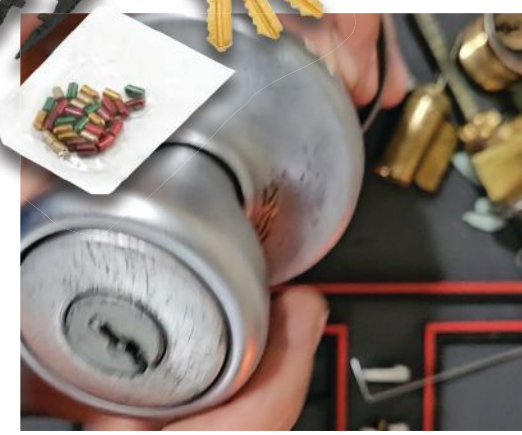
You do need to take this lock off the door before you start the rekeying process. **(Photo 3)**

The first step is depressing the spring release or the spindle release **(Photos 4 and 5)**, which I'm doing with a conventional screwdriver. When that spring is released, you can rotate the spindle so that it can be removed from the knob lock. Some are metal and some are plastic. Be careful with the plastic ones.

» Photo 2. Tools



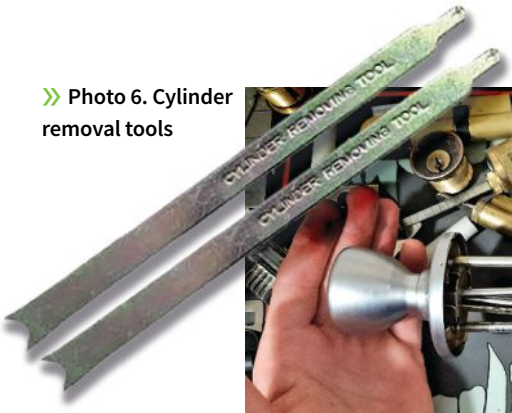
» Photo 1. Kwikset knob lock



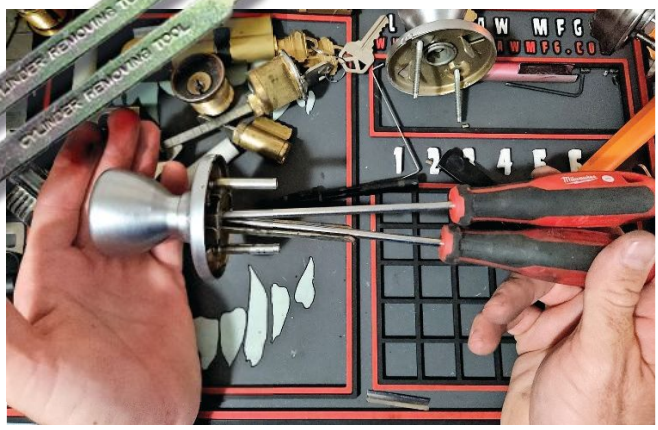
» Photo 3. Remove lockset from the door to service

» Photo 4. Depress spring release

» Photo 5. Using screwdriver to depress spring



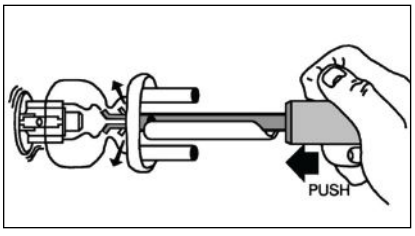
» Photo 6. Cylinder removal tools



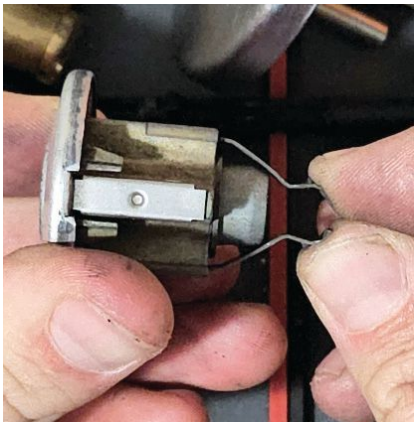
» Photo 7. Using 2 screwdrivers

» Photo 8. Collapse prongs

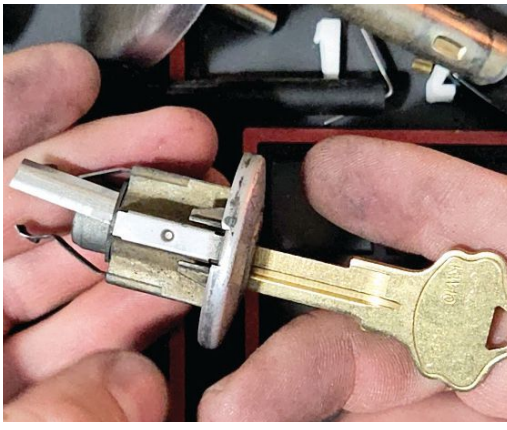
Scan the QR code or go to https://www.youtube.com/watch?v=pLrwNK-CioTk to watch the video.



» Diagram shows the procedure.



» Photo 10. Prongs, close-up view



» Photo 11. Insert key

» Photo 12. Shim the lock

» Photo 13. Back side view

» Photo 14. Plug removed

Photo 6 shows the two cylinder removal tools. You can also use two screwdrivers as shown in **Photo 7**. You need to collapse the two metal prongs that catch in the housing of the knob in order to release the cylinder. **(Photo 8)** Our diagram provides some more detail.

In **Photo 9**, the cylinder has been removed from the front of the knob housing. **Photo 10** is a close-up view of those two metal prongs. If they got bent too far in due to abuse or if you had a hard time getting them out, you'll need to re-bend them so they catch on the way back out.

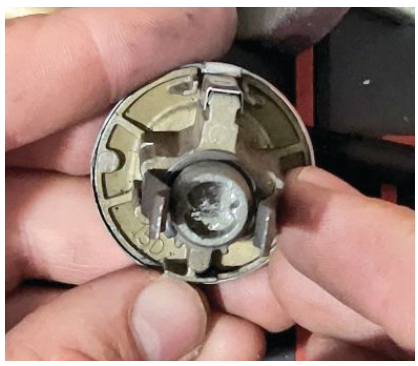
I'm using a Kwikset Titan key **(Photo 11)** to shim the lock **(Photo 12)**. You can use any five-pin or six-pin key. Because we don't have a key for this particular lock cylinder, we're going to use a shim from the back side of the lock in conjunction with the key blank to shim and pick the lock so we can get it open and re-service it.

The clip was removed from the back of the cylinder **(Photo 13)**, and **Photo 14** shows the plug that has now been removed from the lock. We have the

» Photo 15. Sight-read and cut key

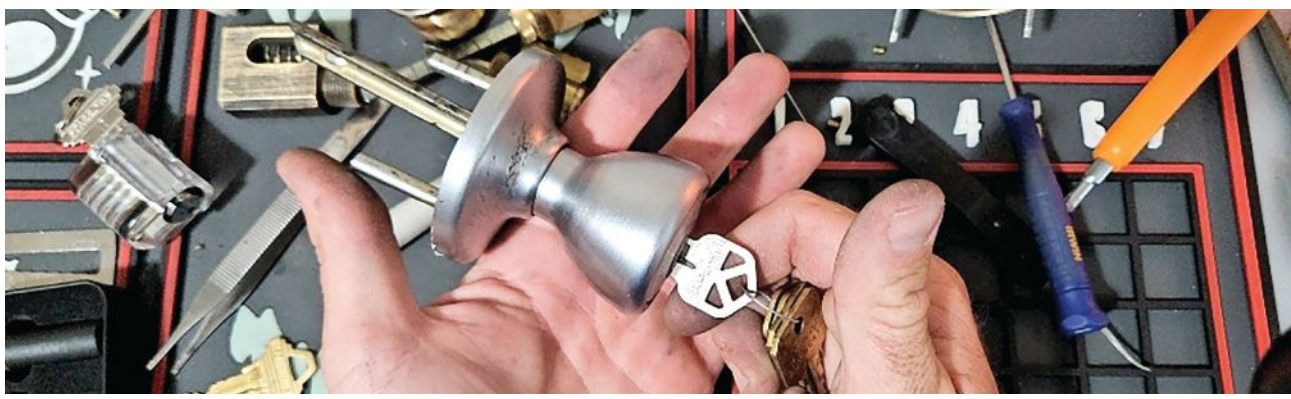
» Photo 16. Rekey to a separate key

» Photo 17. New pins lined up



» Photo 18. Everything meets shearline

» Photo 20. Testing the keys



» Photo 19. Cylinder reinstalled into knob

plug in place. At this point, we can sight-read **(Photo 15)** and cut a key for this lock if that is our main goal – to make a working key.

Our other option is to rekey the lock to a separate key **(Photo 16)** with new pins in so that it is keyed different from any other lock.

Again, I was using the KW 10 or Kwikset six-pin key to shim the lock open. You will need to use the KW1 or Kwikset five-pin key blank to repin the cylinder and make it work.

Photo 17 shows all the new pins lined up in a row. Everything meets the shearline, nice and smooth. **(Photo 18)** We're using the plug and follower to put the plug back into the lock cylinder.

Once the plug is back in the lock cylinder, we can remove the key, make sure it works and then re-install the entire front portion of the cylinder into the knob. **(Photo 19)** Make sure that it clicks. If it does not click, you may need to bend those tabs back; don't overbend them or break them.

We have successfully rekeyed this Kwikset pin tumbler knob lock. **(Photo 20)** Put it back on the door and you are done.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colo. For more information, check out Wayne'slockshop.com and lockreference.com.

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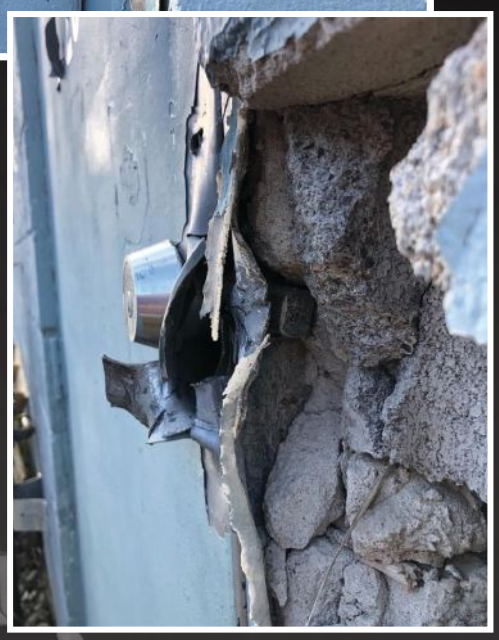

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by Paul Ragusa

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The Cyber and Physical Security Connection

GSX panel looks at how cybersecurity, edge analytics, and AI impact physical security

As physical security continues to move away from siloed systems to a more open, API-focused approach to product and system integration, cybersecurity is becoming a vitally important part of the equation and conversation from day one. And while the physical security industry has been slow to adapt technologies like edge analytics, machine learning and AI, the industry is finally starting to catch up with what IT has been seeing for years.

"I had spent my entire life conducting cyber warfare for the NSA, and when I came to this field, I was blown away by how far behind everything is," says Will Knehr, senior manager of Information Security and Data Privacy at i-PRO America, during the session entitled "How Cybersecurity, Edge Analytics, and AI Have Impacted the Design and Implementation of Physical Security Systems" at the GSX conference in September. "When I walk around the [GSX expo] floor, all I see are devices that are entry points into networks. I see those as pivot points. I see those as things that I can own using my laptop in 2 minutes or less."

Knehr says he would like to see the security industry embrace a standard such as the Federal Information Processing Standards (FIPS), for federal computer systems that are developed by National Institute of Standards and Technology (NIST). These standards and guidelines are developed when there are no acceptable industry standards or solutions for a particular government requirement. While FIPS are developed for use by the federal government, many in the private sector voluntarily use these standards, especially "when it comes to secure software design, when it comes to understanding which controls need to be in place when it comes to encryption," says Knehr.

He continues, "I get it. I understand. I know that when [companies] are designing and making

the product, sometimes security isn't at the front of their mind. But this product that gets deployed is often what we call mission-critical or critical infrastructure [and is] going into schools, hospitals, energy systems – whatever else it happens to be – and they're so easy to take advantage of. What I would love to see is the embracement of national standards and industry standards and for us to all comply with those as an industry."

Steve Reinharz, CEO at Artificial Intelligence Technology Solutions, Inc., hopes for the same thing on the AI side of things, which is a new territory for many within security. "We're working on creating more standards, particularly around artificial intelligence, machine learning and deep learning, so the vetting and selection process is easier," says Reinharz. "I'll be the first to say that the process is going to take a while, but from the industry standpoint, we're trying."

Jeffrey Slotnick, CPP, PSP, president at Setracon ESRMS, agrees that the industry needs to be much more united on standardization. "Now we're in an area where we have what I call the alliances … you have the one alliance over here; you have the other alliance over there. What they're saying is, 'If you buy into our alliance, then you know we'll give you all the codes and then we can create equipment to sell around it.'"

Slotnick is excited to see manufacturers and service providers now working to create secure APIs to integrate at a much higher level. "I want plug and play. I want to, as the consumer, be able to pick any device that I want and plug it into a system just like I plug a camera into my laptop at home or plug a printer in or any USB device and just handshakes and we go to work. I'd love to see that in the physical security industry because what it's going to do for us is allow us to really put things back in the hands of the consumer. Because this camera from this company does a really good job at doing this, but this one from this company performs this action a little bit better, and I want both cameras. So, I think we're heading toward that true integration."

He continues, "But firmware and software, they've been a little bit reluctant to move in that direction because we're of this mistaken philosophy that if we give up proprietary controls, what we're doing is we're giving up ownership and we're giving up revenue, but I think that is an absolutely wrong model. I'm hoping we'll get to true integration sometime."

As Antoinette King, founder of Credo Cyber Consulting LLC, points out, "There's a legacy machine that makes money for the big companies, and until they're really pushed by disrupters, like we are seeing now, there isn't going to be true change."

Reinharz agrees, noting, "We must drive that change as an industry … we cannot continue to allow products to be made without thinking about security of the products being developed. And I know it's costly and it takes a little bit more time, but you must do it in the beginning and not as an afterthought."

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Purpose Built vs. Network Based

As King explains, designing, implementing and maintaining physical security systems used to be relatively easy, as they were purpose-built systems designed to deliver specific security safeguards, while also providing a physical deterrent to criminal activity, and forensic evidence for use in investigations and court. "All that continues to change and further evolve with the development and implementation of intelligent networked system solutions driven by advanced AI-powered hardware and software solutions," she explains. "Thus, moving away from specific purpose-built technology to network based sensors and multi-use business enablement technology."

King aptly points out, "We're pushing a lot of the compute power to the edge. We're integrating other solutions that are not security related, so business intelligence-type analysis that's integrated into the security stuff now. Identity and access management doesn't just mean a card presented at a door, but now that same credential potentially could get you into your computer and single sign on and things like that."

With so much more being connected, it creates what King calls "hybrid threats – these physical and cyber threats" … so how does that impact when you're designing the physical infrastructure, from the locks to the cameras. While there is always going to be that mechanical and physical side of things, we need to look at how systems and products are communicating, for example.

» **At GSX 2023 in Dallas (l to r): Will Knehr, senior manager of Information Security and Data Privacy at i-PRO America; Steve Reinharz, CEO at Artificial Intelligence Technology Solutions, Inc.; Jeffrey Slotnick, CPP, PSP, president at Setracon ESRMS; and Antoinette King, founder of Credo Cyber Consulting LLC.**

"Where do those vulnerabilities lie is those APIs and integrations?" says King. "That's the weakest link. So even if you have secure code in your program, when you're integrating that with something else, that connection, that API could potentially be where the vulnerability is, especially if you're not keeping things updated. We're just not thinking about a lot of that stuff because we're trying to get these systems out there."

The panel also discussed the opportunities available on the managed services side of things for security professionals. "This is an opportunity for security integrators in particular to create an RMR model," says King. "Working with the customers on a managed services side of things to keep systems up to date, making sure those APIs are, you know, protected, making sure firmware is updated, making sure that whatever the latest threat is that the system is going to be able to withstand that."

Data is the New Oil

An interesting area the panel delved into is the use of AI to process and analyze data for not just security but a multitude of operational efficiencies and business intelligence. As Knehr explains, we have data lakes everywhere with our social media data, with our location data on our cell phones, for example.

"This data about you is just sitting everywhere, chilling in these lakes, waiting for AI to come in and tag and figure out how to use it," says Knehr. "Use it for you, use it against you, we don't know yet, right? But it's something that we have to be thinking about now. What data are you collecting, where are you storing it and what are you allowing access to."

He continues, "On the positive side of that, I'm working with several clients right now and we're imagining what we can do with the data lake to be predictive of risk. So, we can now be proactive on a risk basis as opposed to being reactive."

Today, buildings are pulling data streams that are produced by cameras, visitor management systems, access control systems, building automation systems, etc., "and aggregating other data like publicly available crime data and things like that, to actually calculate a real time risk for a particular building or facility and individual by bringing in all this data and then identifying real time risk before it occurs," explains Knehr.

He points out that he is talking with clients about using 3D modeling of a facility to do the design and implementation of the security technology. "So being able to drop the cameras in the 3D model, seeing what you can see with the access control stuff in there, seeing what vulnerabilities and things you're missing. It's a lot easier to see it when you're looking at the whole picture than when you're walking the facility."

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With the smallest profile in the Lockey keyless entry line, the C-150 Keyless Hook Bolt Lock features a compact design that doesn't sacrifice on function. This keyless hook lock is a convenient way to secure sliding glass patio doors, cabinets, closets, lockers, bi-fold doors, and more. Easily restrict access where you need it with the keyless keypad and customizable passcode.

Features include:

- Mechanical, keyless, hook bolt
- Surface mount lock
- One user code with thousands of possible combinations
- Multiple finishes available

More info: lockeyusa.com/product/c150/

» ***Request information: www.locksmithledger.com/53074257***

HES K200 Series Wiegand Cabinet Lock

The HES K200 Series Wiegand cabinet lock provides flexible integrated wired electronic access control solution for use with swinging doors and drawers with a door thickness up to 1-1/2". The hard-powered locking solution comes standard with locked state monitoring, optional mechanical key override and over 150 lbs of holding force. With hardwired Wiegand communication, the K200 integrates with existing access control system and ID badges.

More info: www.hesinnovations.com/en/products/cabinet-locks/k200-series

» ***Request information: www.locksmithledger.com/53074306***

Olympus Salto Cabinet Lock Conversion Kits

These new conversion kits from Olympus enable customers to convert a Salto electronic U.S. rim cylinder or any other U.S. rim cylinder into a latch or deadbolt cabinet lock.

The conversion kit works for both cabinet doors and drawers. Mount lock on side for door applications. (Cylinder not included.)

Available configurations:

- SLT-01 - cabinet latch lock
- SLT-02 - cabinet deadbolt lock

More info: www.olympus-lock.com

» ***Request information: www.locksmithledger.com/53074271***

HES KS200|KS210 Server Cabinet Locks

HES KS200|KS210 Server Cabinet Locks are an integrated wired electronic access control solution designed to integrate seamlessly with existing access control systems and protect critical assets from intrusion and expensive downtime. Both are designed to install easily on most cam-activated swing-handle server cabinet doors with a 25 x 150 mm lock prep. The KS200 & KS210 come standard with locked state monitoring and utilize an SFIC (Small Format Interchangeable Core) mechanical key override. For high security applications, an optional extended DPS monitoring sensor can be connected to ensure that the cabinet is closed, locked and secure.

With hard-wired KS200 (Wiegand) or KS210 (RS-485 OSPD) communication; both feature HID multiCLASS SE® contactless card technology with NFC and BLE.

More info: www.hesinnovations.com/en/products/cabinet-locks/ks200-series

» ***Request information: www.locksmithledger.com/53074262***

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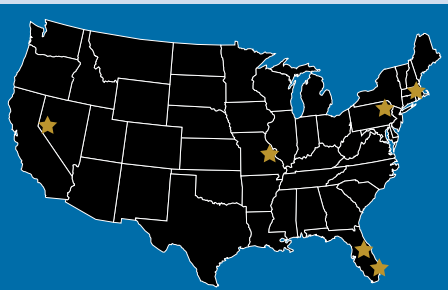

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ASSA ABLOY Acquires Securitech

ASSA ABLOY has acquired Securitech Group Inc., a manufacturer of high-security mechanical and electronic door hardware products, based in Maspeth, Queens, New York.

"I am very pleased to welcome Securitech into the ASSA ABLOY Group. This acquisition delivers on our strategy to strengthen our position in mature markets through adding complementary products and solutions to our core business," says Nico Delvaux, president and CEO of ASSA ABLOY.

"Securitech's focus on innovative, high-security locking solutions fills several gaps in our existing door hardware portfolio and I'm excited for them to be part of ASSA ABLOY," says Lucas Boselli, executive vice president of ASSA ABLOY and head of the Americas Division. "This acquisition provides a great opportunity for us to further enhance our core offering to education, critical infrastructure, government, behavioral health and other high-security markets."

Key Securitech products include the Trident multi-point lock and the SafeHaven line of school lockdown products. Securitech was established in 1983 and has some 50 employees led by longtime president Mark Berger.

ASSA ABLOY has also acquired Forte, a leading residential door locks and padlocks manufacturer in Peru.

Securitech lock

"I am very pleased to welcome Forte into the ASSA ABLOY Group. This constitutes an important next step in our strategy to further strengthen our position in emerging markets," says Delvaux.

"Forte is a well-known and recognized brand in Peru, focused on high quality, innovative security products, and I'm excited for them to become part of ASSA ABLOY," adds Boselli. "This acquisition reinforces our commitment to the Peruvian market and recognizes the value and importance of local brands, products and expertise."

Forte was founded in 1967 and has 340 employees. The main office and factory are located in Lima, Peru.

In addition, ASSA ABLOY has acquired Inovadoor Portas Industriais Ltda, a Brazilian manufacturer of sectional and high-speed doors.

"By leveraging Inovadoor's local manufacturing capabilities, nationwide reach, and exceptional reputation, we will strengthen our footprint in Brazil and pave the way for future expansion and growth opportunities in both Brazil and throughout Latin America," says Massimo Grassi, Executive Vice President of ASSA ABLOY and Head of Entrance Systems Division.

Inovadoor was founded in 1997 and has 100 employees. The main office and factory are located in Pinhais, close to Curitiba, Brazil.

SIA Launches SIAcademy

The Security Industry Association (SIA) has launched a new learning management system (LMS) – SIAcademy – as part of its efforts to advance industry professionalism through premier education and training. SIAcademy is a living library of on-demand training and professional development programs designed to enhance security professionals' industry knowledge, technical skills and overall job performance.

The new LMS offers a modern, simple and centralized place to access role-based training, certification prep materials and other relevant educational content anytime, anywhere and on any device.

"The launch of the SIAcademy learning management system and course catalog is a milestone within SIA and for the security industry," said Dr. Elli Reges, SIA's director of learning and development. "This robust new platform offers dynamic learning tools to help learners and employers harness and unleash individual performance potential through customizable learning pathways and strategic investments in human capital, and it

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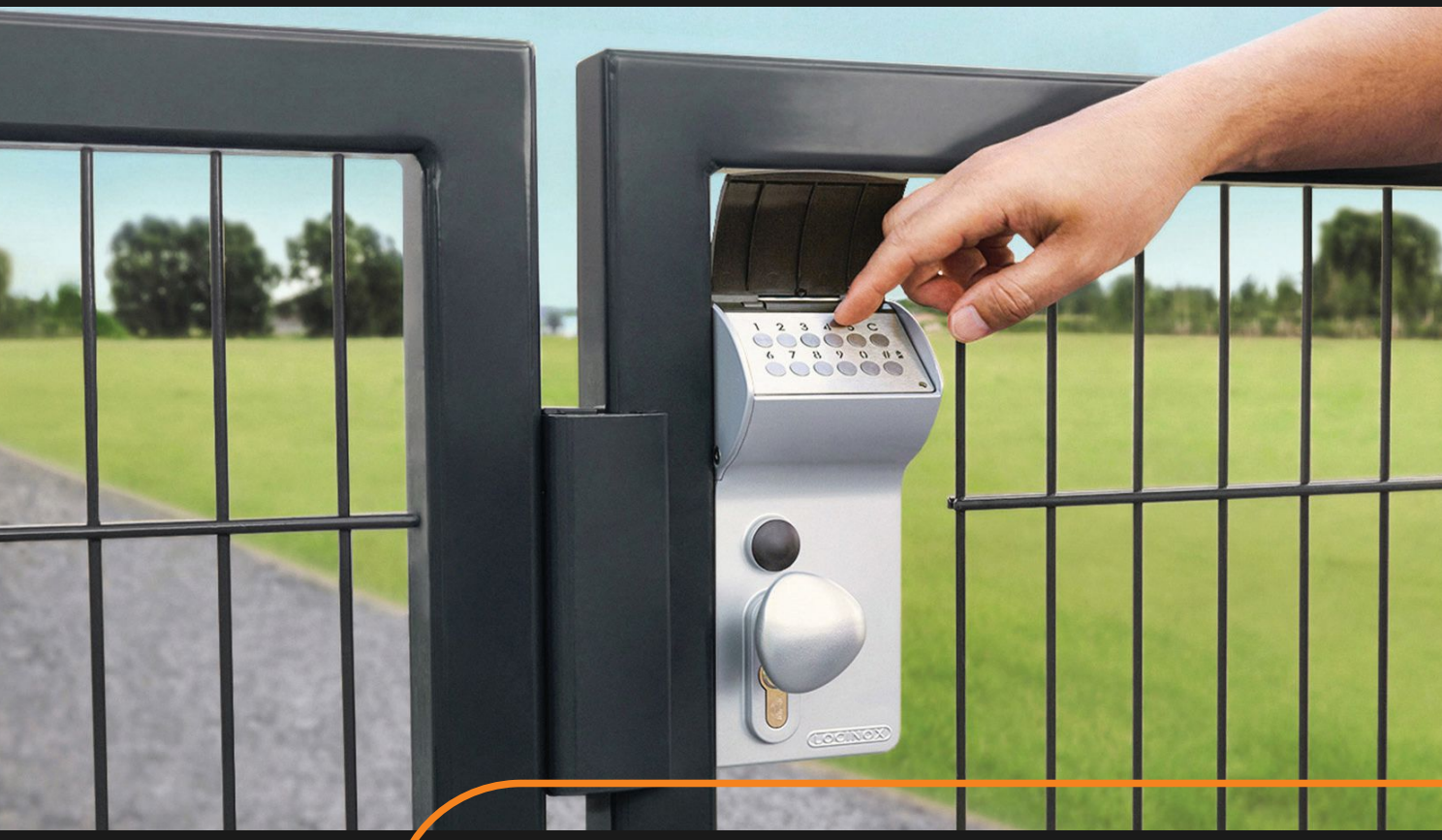

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offers immense growth opportunity for those who prioritize their own professional development."

SIAcademy, powered by the cloud, delivers on-demand e-learning offerings and live online courses. Features of the new system include:

- Easy accessibility and a mobile-friendly interface
- Interactive engagement tools and gamification
- Continuing education credits

When accessing SIAcademy, you can find content such as:

- SIA's Security Project Management (SPM) training
- SIA's Security Cornerstones series, designed for new employee onboarding
- A microlearning series created to propel young professionals' knowledge and growth
- A training course on the federal grants life cycle and security-related grant programs
- On-demand SIAcademy LIVE! courses on video security, access control, sales and more
- Materials and guidelines to help you prepare for the Security Industry Cybersecurity Certification (SICC) exam

"I think learners will be very pleased with the new capabilities of SIAcademy! It allows us to facilitate more engagement through discussion boards and other features and reinforce key learning objectives with interactive gamification tools," said DeAndre Thornton, SIA's manager of learning and development.

Through SIAcademy's microsite capability, which SIA plans to make available in the near future, SIA member companies will be able to create their own customizable microsites, on which they can build their own content and license content from SIA's LMS to develop learning plans for their teams, partners and/or clients. If you are interested in learning more about this offering, contact Elli Reges at ereges@securityindustry.org.

SIA's new Security Systems Technician (SST) Apprenticeship Program, using the SIAcademy microsite capability, will provide participating employers with access to more than 100 hours of curated e-learning content. SIA members are invited to contribute educational course content that is product-agnostic and vendor-neutral to support apprentice knowledge and skill development in designated competency areas.

More info: www.securityindustry.org/siacademy-elearning-course-catalog/

Request Information: www.locksmithledger.com/ 10210224

» ADI's new Dallas facility

ADI Opens Dallas Supercenter

» ADI Global Distribution, a leading wholesale distributor of security, AV and low-voltage products, announced the grand opening of its new Super Center distribution center near Dallas. The cutting-edge facility was designed to optimize supply chain operations, enhance customer service, and provide capacity for continued growth.

The Super Center, located at 2601 Petty Place, Fort Worth, Texas, spans more than 400,000 square feet of distribution space and the capacity to house more than 2 million units of inventory.

The site is equipped with advanced warehouse automation technologies to assist with product sorting, picking and packing, and provides real-time and advanced inventory management. With a strategic floorplan, the facility optimizes the flow of goods to support same/day next day shipping, quick-turn requirements, and offers will call and pick up anytime convenience. Additionally,

the Super Center features product staging areas, multiple loading bays, and is equipped to facilitate overseas containers.

"We're excited to open the doors at our new Dallas Super Center. This milestone represents a significant investment in our supply chain operations and reinforces our commitment to serving customers," said Allie Copeland, SVP and Chief Operations Officer at ADI. "With advanced technologies, streamlined logistics and a strategic layout, the Super Center marks the cornerstone of our supply chain management and represents the future for ADI."

The Super Center site features an environmentally sustainable design with eco-friendly lighting, LED bulbs, motion sensors, energy-efficient heating and cooling, sustainable packaging, reusable products, recycle stations, energy-efficient equipment, water-conserving plumbing, refillable water stations, and more.

To celebrate the opening, ADI hosted a grand opening event with customers, suppliers and team members. With a carnival theme, the event included a ribbon cutting ceremony, facility tours, food trucks and refreshments, raffles and giveaways. Attendees also participated in a charitable backpack build community activity with Mission 500 to support the Boys and Girls Clubs of Greater Dallas.

With its Dallas Super Center, ADI operates 18 warehouse distribution centers, 160+ branch locations, and offers online shopping through its Digital Branch and mobile app to serve customers across the globe. For more information about ADI, visit adiglobal.com.

Yale Home Expands Smart Lock Collection

» Yale Home has added two new products to its best-selling smart lock collection: Yale Assure Lock® 2 Touch and Yale Assure Lock® 2 Plus. These products feature the brand's first fingerprint smart lock, as well as its first smart lock to support Apple home keys.

Providing even more ways to go keyless, the Assure Lock 2 Touch smart lock includes a built-in fingerprint reader, with the ability to register up to 20 different fingerprints. Users simply place their finger on the Yale logo to lock and unlock the door, adding to the many other ways to access the home — from using the touchscreen, the Yale Access app, asking a voice assistant, leveraging Auto-Lock and Auto-Unlock, or sticking with a traditional key as a backup (with keyed models). With more ways to lock and unlock than ever before, users can keep their homes secure on their terms.

simplify access for the everyday household – whether through our new fingerprint-powered smart lock or our first-ever device that supports Apple home keys. With more ways to access and protect your home, you can come and go with peace of mind."

Both the Assure Lock 2 Touch and Assure Lock 2 Plus promise the same advanced convenience, security and design features as the core Assure Lock 2 collection, including:

- Simple guest access sharing and 24/7 control and visibility in the Yale Access app
- Sleek, elegant and compact design that blends seamlessly into any home aesthetic
- Bluetooth® and Apple HomeKit 3 built into each model
- Option to add a Yale Wi-Fi Smart Module for additional benefits, such as remote locking and unlocking, granting guest access from anywhere, and voice assistant control via third-party integrations with top smart home platforms including Amazon Alexa, Google Home and Apple Home 4

» Yale Assure Lock 2 Touch

Another first for the brand, Assure Lock 2 Plus supports Apple home keys, allowing users to simply tap to unlock the door using a compatible iPhone or Apple Watch for easy and secure access to their home. All other users that share the Apple Home app will have a home key added to their Wallet as well. Home keys can still be used on iPhone for hours after it needs to be charged with power reserve, and on Apple Watch with Low Power Mode.

» Yale Assure Lock 2 Plus with Home Key

"We take pride in Yale's legacy of offering high-quality security products that our customers have trusted for more than 183 years – and these new smart locks are no exception," said Garrett Lovejoy, vice president of product, Yale and August U.S. "With these additions to our best-selling Assure Lock 2 collection, we are delivering products that

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Assure Lock 2 Touch is available in a keyed or key-free touchscreen model in three timeless finishes: black suede, oil-rubbed bronze and satin nickel.

Assure Lock 2 Plus is available in a key-free touchscreen model in black suede and satin nickel, with oil-rubbed bronze coming soon.

Yale Wi-Fi Smart Modules are also available to purchase as a standalone add-on.

This product is sold through Big Box stores and online

ASSA ABLOY Joins Mindful Materials Manufacturers Forum

» New Haven, Conn. — mindful MATERIALS (mM) recently announced the official launch of three building industry groups, known as The Forums, and ASSA ABLOY is excited to participate. The Forums represent owners and over 80 individuals from more than 40 leading companies across the manufacturing, architecture, design, engineering, and construction industries.

The three groups that were formed this year are the Owners Forum, the AEC Forum, and the Manufacturers Forum.

"The Forums are uniquely exciting as an industry initiative because they are designed for cross-collaboration," says Amy Musanti, director of sustainable building solutions at ASSA ABLOY Opening Solutions, a catalyst member of the Manufacturers Forum. "Each Forum will produce individual accomplishments and resources for their sector, but together we'll be able to solve larger challenges as part of the materials decision flow. It's about breaking out of our silos to support collective action as an ecosystem."

Other Manufacturers Forum members include Armstrong World Industries, CertainTeed, Construction Specialties, GAF, Humanscale, Kingspan, Legrand, MAPEI, Mecho, nCompass, Patcraft, Saint-Gobain, Shaw Contract, and Superior Essex. These groups offer participants a neutral, precompetitive space to navigate mutual challenges and help accelerate meaningful action by others in the industry.

"These Forums are the building industry's collective opportunity to leverage holistic materials leadership and learnings for the benefit of all," says Steve Kooy, mM Board Chair. "It's time to stop redoing work and start aligning to have more impact. Together."

To learn more about the Forums, visit mindfulmaterials.com/the-forums.

People in the News

» **NAPCO Security Technologies, Inc.,** Amityville, N.Y., announces the promotion of **David Sperber** to Director of National Accounts. Formerly, the popular Southeast Regional Sales Manager, in Sperber's new role, he will team up with VP, **Duane Warehime**, developing and supporting Napco's new and existing national accounts.

Sperber began with Napco over 8 years ago, and quickly became a great resource for dealers and distributors in his territory, delivering sales, marketing and technical help with equal acumen and enthusiasm.

» **David Sperber, Napco**

Warehime, VP of NAPCO National Accounts, said, "It's great to have David back on my team again. We are working hard to partner with new national accounts and continue to make significant inroads, meeting and training their staffs, and introducing them to the significant operations advantages, i.e., labor- and cost-savings, Napco Intrusion, Fire and Access solutions offer their organization."

Based in North Carolina, Sperber can be reached at 631-553-8177, email dsperber@napcosecurity.com.

» NOVEMBER

Nov. 3-4: AKG Locksmith Academy Automotive Training, Dallas. More info: akgacademy.com

Nov. 8-10: IML Nevada Expo, Las Vegas. More info: www.imlss.com

Nov. 9: ADI Dallas/Fort Worth Expo, More info: www.adiglobaldistribution.us/ExposSeries

Nov. 14: ADI Boston Expo. More info: www.adiglobaldistribution.us/ExposSeries

Nov. 14-16: ISC East, Javits Center, New York City. More info: www.discoverisceast.com

Nov. 18: Louisiana Life Safety & Security Association Annual Conference, Pontchartrain Center, Kenner, Louisiana. More info: lssa.org/convention

» DECEMBER

Dec. 12-13: Two-Day Paxton Training at IML Security Supply Phoenix. More info: imlss.com/Events

» 2024 PREVIEW

April 9-12: ISC West 2024, Las Vegas. More info: www.discoverisc.com

April 24-27: Safetech 2024, Tulsa, Oklahoma. More info: www.savta.org

July 22-28: ALOA 2024, South Point Hotel & Casino, Las Vegas. More info: www.aloa.org

Sept. 23-25: GSX 2024, Orange County Convention Center, Orlando. More info: www.gsx.org

» ONGOING

Allegion Training: us.allegion.com/en/home/training.html

Alarm Lock and Marks USA Training: www.alarmlock.com/seminars and www.marksusa.com/seminars

ASSA ABLOY Academy: www.assaabloyacademy.com/en/americas/

Detex webinars: www.detex.com/upcomingtraining/

dormakaba training: www.dormakaba.com/us-en/support/training

Paxton Access: www.paxton-access.com/us/training/

American Key Supply Locksmith University: www.americankeysupply.com/pages/las-vegas-locksmith-university-lvlu

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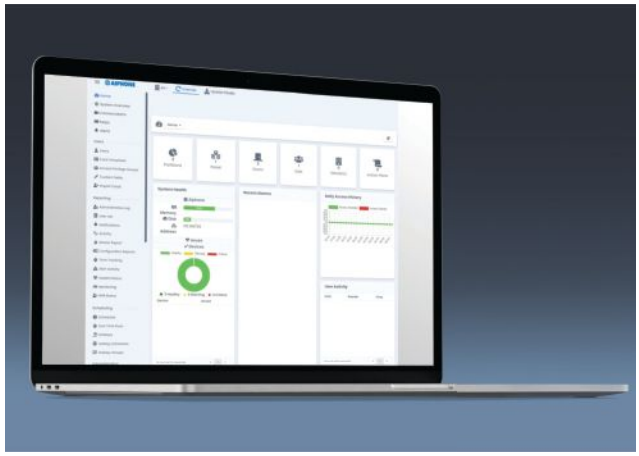
Aiphone AC Nio

Aiphone has introduced the AC Nio, its access control management software, an important addition to its new line of access control solutions.

With AC Nio, customers get access to an easy-to-use and customizable dashboard that provides the tools needed to manage daily access control credentials, run reports, set schedules, and program the AC Series access control solution.

An intuitive software platform, the award-winning AC Nio features widgets, shortcuts, drag and drop functionality and graphics to make managing the AC Series a breeze. An advanced scripting engine enables users to automate access control applications with unlimited customizations, while flexible permission capabilities support thousands of doors across multiple locations.



AC Nio also features robust partition access and privileges, allowing for fully customizable administrator permissions. This means that an administrator can define who can manage specific doors, high profile card holders, or special schedules.

Additional features of the AC Nio include:

Notification Management – End users can customize which notifications they receive based on predefined criteria or notification type. This also includes the ability to customize bulk notifications sent to administrator groups. This could include alerting a school resource officer and principal that a secure door did not fully close.

Active Directory Integration – AC Nio integrates using lightweight directory access protocol (LDAP), enabling quick access of user information. With LDAP integration, users can be given access to doors and elevators. User permissions are also continuously synced through the Active Directory server.

AC Nio offers multiple licensing options based on capacity levels.

More info: www.aiphone.com

» *Request information: www.locksmithledger.com/53072317*

Camden CX-95S-DH Magnetic Door Holder

Camden has introduced its CX-95S-DH magnetic door holder designed for virtually any remote door release application. The UL-listed magnetic door holder controls the release and closing of commercial, industrial, and public area doors. It's ideal for use in apartment buildings, schools, hotels, hospitals, and offices.

Fail-safe operation, tri-volt coils (12/24V, AC/DC, and 120 VAC), and an adjustable armature plate allow for easy and flexible installation. The CX-95S-DH may be surface- or flush-mounted, and all mounting hardware is included in the kit. Optional 3" and 7" extension bars are also available.

More info: www.camdencontrols.com/products/CX_95S_DH

» *Request information: www.locksmithledger.com/53073179*

Camden Delayed Egress Locks & Accessories

Camden Door Controls' CX-DE1200 Series of single- and double-door delayed egress magnetic locks are now available with a full complement of system accessories and mounting devices. Available accessories include sounder, speaker station, remote reset switch, signage and mounting devices. The CX-DE1200 magnetic locks are designed to provide the best performance and value in healthcare, childcare, retail, and institutional applications.

An important add-on accessory is Camden's CX-DE502SO LED Sounder Annunciator for both audio and visual distinction. It is designed for industrial and commercial applications where both audible and visual indication is required. The RGB LED is capable of visually displaying three distinct colors for designated states: red, green, and yellow. The faceplate is made of stainless steel with a piezo. In addition, Camden's CX-DESPK15 15-watt speaker station, which is also designed for industrial and commercial applications, ensures alarm messages are heard where ambient noise is high with a corresponding color-coded visual Aura™ display.

More info: www.camdencontrols.com

» *Request information: www.locksmithledger.com/53073032*

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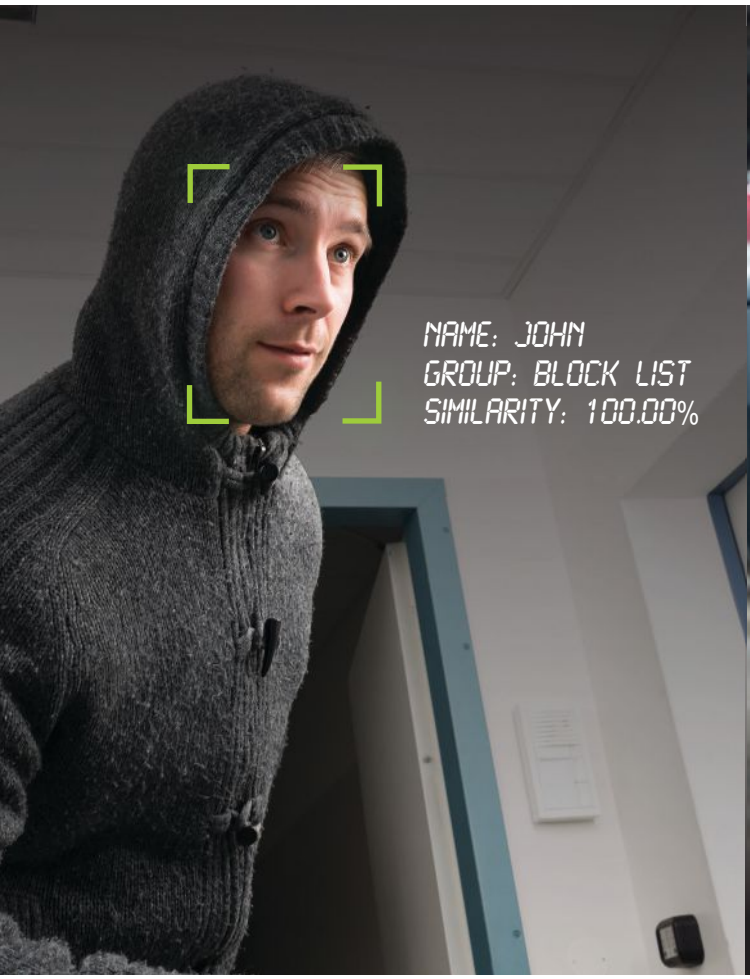

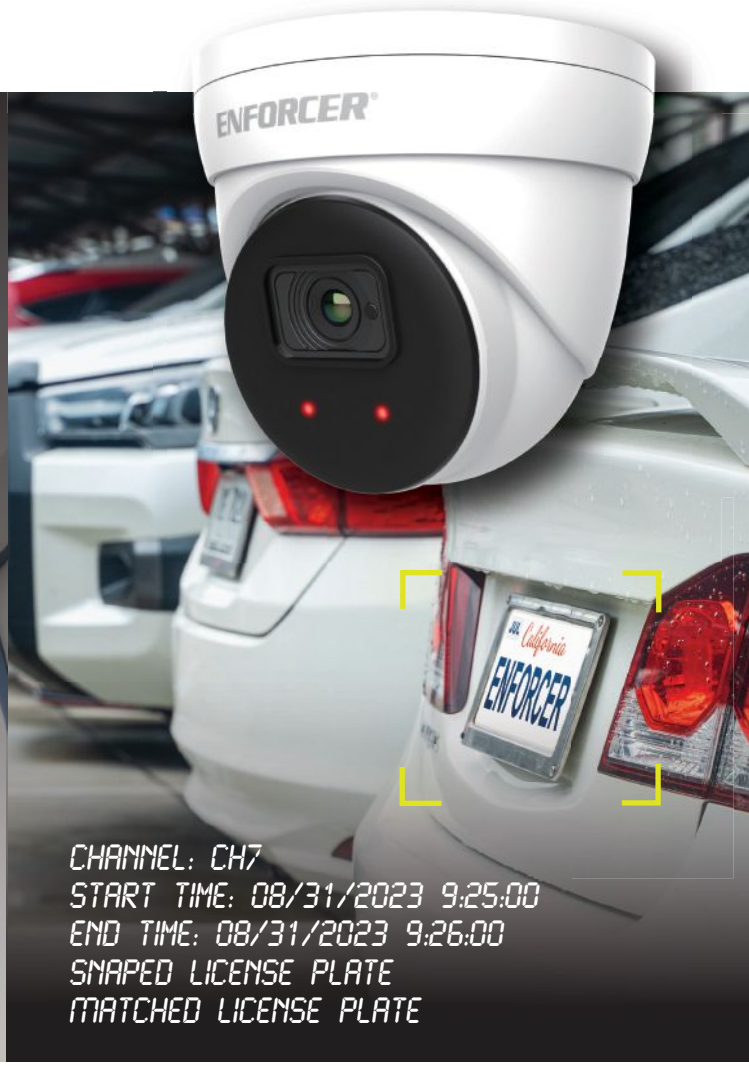

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Southco Keypanion App

Southco, Inc. has launched a new wireless access system featuring the Keypanion app, which enables users to wirelessly actuate latches from their smartphones. The app replaces physical keys with a convenient, intuitive system that is easy to install and manage.

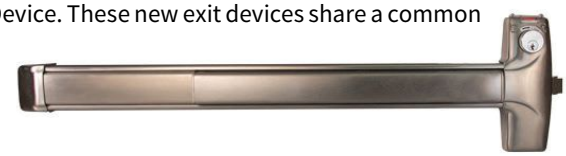
While other remote or electronic access systems may require a full security system, this system removes that barrier to entry with a setup process as easy as creating an account and connecting a Southco Bluetooth® controller to one of many compatible latches. Access to these latches can also be shared with other accounts so users can be certain that only the right people can unlock their device at all times. The Keypanion app provides an easy way for anyone to step into the next generation of electronic access.

More info: southco.com/keypanion

» *Request information: www.locksmithledger.com/53073468*

Detex Indicator Exit Devices

Detex has introduced the 1010D Double Cylinder Rim Exit Device (pictured) and the 3010DM Double Cylinder Mortise Exit Device. These new exit devices share a common



standout feature: an indicator on the inside of the door that allows quick visual identification of the lockout status of the outside trim.

Both models include an indicator on the inside of the door that allows quick visual identification of the lockout status of the outside trim. This feature is desirable for lockdown or active shooter situations. These heavy-duty exit devices can be used on fire exits and are easily installed with Detex's patented mounting plate and strike locator system.

More info: www.detex.com

» *Request information: www.locksmithledger.com/53072310*

Camden CM-850 Rocker Switch

Camden Door Controls has introduced its sleekly designed CM-850 rocker switch, designed for remotely releasing maglocks or door strikes. CM-850 Series switches are surface-mounted and ideal for under-desk or wall mounting in reception areas.

This surface-mount rocker switch can be used for unlocking a door for visitors or as a signaling device in a panic situation. Its form 'C' contacts can be easily field configurable for either momentary (default) or maintained operation. The large actuator provides positive feedback to the successful activation of the switch. The neutral beige finish blends well with most typical office environments.

More info: www.camdencontrols.com

» *Request information: www.locksmithledger.com/53073482*

DoorBird Contact-Free Call Button Module

DoorBird's new contact-free call button module enables doorbells to be triggered and doors to be opened touchlessly. This technology was developed to promote safe, simple, and aseptic use, and not just in public areas. Ringing the doorbell by waving is an ideal solution for any building with a high level of foot traffic. Depending on the configuration, a gesture in front of the door intercom system can either ring the doorbell or open the door instantaneously.

The intelligent motion sensor detects both hand movements as well as a hand coming within 10 cm / 4 inches of the module. This also allows you to ring the doorbell even when holding a package in your hand, for instance. The contact-free call button module is compatible with DoorBird D21x series' IP video door stations and is available to order now. The scope of delivery includes the sensor panel cover with information provided in German, English, Spanish, French, and Italian.

More info:www.doorbird.com

» *Request information: www.locksmithledger.com/53073886*

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10 YEARS AGO

Electronic Access Control Trends was the November 2013 cover focus. Jerry Levine wrote an article titled "Electrifying Door-Mounted Locks, Contacts and Switches with Power Transfer Devices." Levine also interviewed Bruce Lindstrom, Northeast regional sales manager for **Salto Systems**, and Glenn Younger, co-owner of **Grah Safe and Lock**, to get their perspective on the future of electronic access control. Both were early proponents and predicted the move towards smartphone credentials. **Ingersoll Rand**'s April Dolton-Noblitt was an early proponent of open architecture, writing about open-architecture platforms for phased-in electronic access control upgrades. The **Builders Hardware Manufacturers Association** explained standards for cabinet locks and hardware. Gale Johnson reported on **GMS** retrofit cylinder solutions. **Napco** introduced its SAVI™ Security Index & Audit Program for school security audits. A standalone biometric access control kit from **Kaba Access and Data Systems Americas** made its debut.

20 YEARS AGO

Automotive locksmithing was the topic of the November 2003 Locksmith Ledger. A T-Code programmer was used to demonstrate how to program a Ford Taurus. A second article showed how to program Honda remotes. Tom Gillespie asked the question "Is door and frame replacement a part of locksmithing?" Rod Oden told us everything we wanted to know about plug followers. Tim O'Leary suggested products for adding electronic access control to exit hardware. Gale Johnson tested a **Framon** code machine which was fitted with digital readout units. Ryan Wilson, **Schlage Lock Company**, introduced the new compressible Schlage F series lock cylinder. **CCL** provided coverage of their SearchAlert luggage locks which meet TSA regulations. Locksmith Ledger suggested forensic locksmithing as an added profit center. Jerry Levine serviced door locks on a Nissan Maxima. Tiny tested the **STRATTEC** Quick-Code. Steve Kaufman interviewed **Maffey's Security Group** about their success in automotive locksmithing.

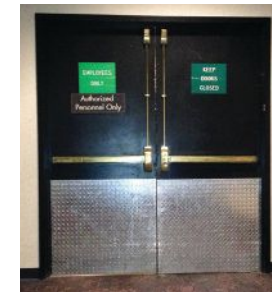
Adding Door Protection

Editor's Note: This article from 10 years ago contains some information that is valid today.

Locksmiths can provide their customers with several types of door protection, depending on the application, the location and the customers' input. Door reinforcements can be installed to resist unauthorized entry. To resist forcible entry on existing lockable doors and gates, customers can be upgraded with security strike plates, knob protection, hinge pins and latch protection.

» Reinforced doors

Another area of door protection is to literally protect the door, jamb and locking hardware from carts, hand trucks and other movable units that can cause damage. Protecting the door can save a facility a significant amount of money, as a fire-rated opening that is damaged often must be replaced. An example, a fire-rated wood door that has the edge split because of repeated collisions must be replaced. Part of the replacement process is to have the opening inspected in order to be re-certified.



» Another approach to door protection

For this article, we will briefly discuss resisting forcible entry and spend the majority of the article on protecting the door, jamb and hardware.

There are three basic ways a locksmith can improve resistance against forcible entry. These include adding protection to strike plate area, the latch/bolt and lock areas and the hinged side of the door.

Options to protect doors from accidental abuse as well as the damage that can be caused by day-to-day operation can include door face protection plates, door angle plates, door edge plates, jamb corner guards, wrap-around plates, push plates with access holes for locks and lock hardware protection.

Read the full article at www.locksmithledger.com/11178053

The Back Page and You!

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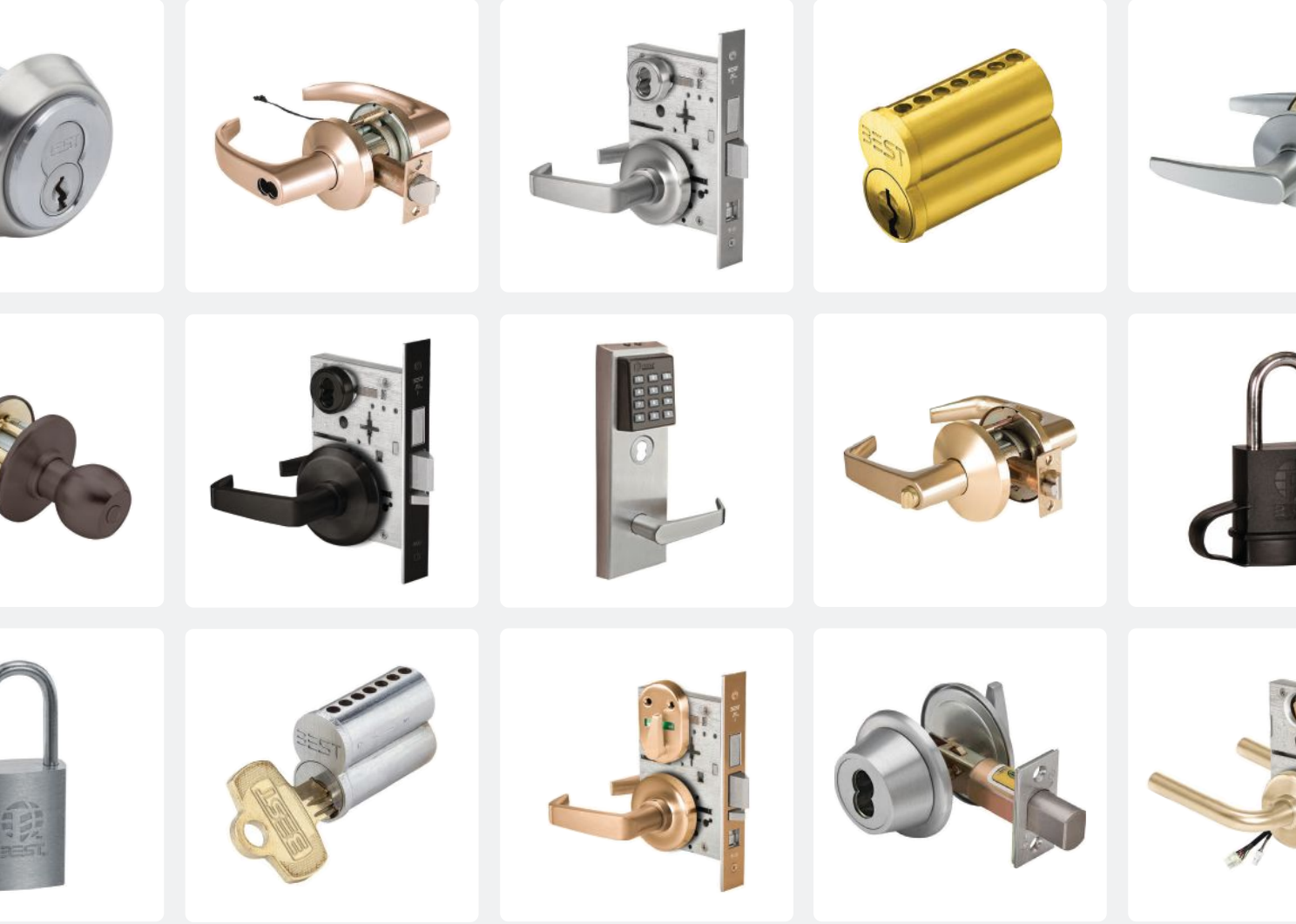

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